

BEST PRACTICES IN UNCERTAIN TIMES UNDERWRITING, CLAIMS HANDLING AND BUSINESS DEVELOPMENT IN SURETY TODAY

A two-day advanced training in underwriting surety and managing risks during a recession.

- work in progress analysis
- financial statement analysis
- objectives and assessment of client and job site visits
- risk management in recession times
- evaluating staff, brokers and agents
- underwriting bonds
- fronting
- risk management policy
- reinsurance, co-insurance and capacity
- early warning signs and reasons for companies to fail

**The training seminar includes case studies
and in-depth discussions**

Participants are asked to prepare for the training seminar by reading the provided documents and may be asked to prepare case studies in advance of the seminar.

The preparation time is estimated to be about 4-6 hours.



The Hague



Date: Thursday 26 and Friday 27 April 2018

Venue: Bilderberg Europa Hotel Scheveningen****
The Netherlands

Programme

Wednesday 25 April 2018

Thursday 26 April 2018

Friday 27 April 2018

- Welcome drinks and dinner

- Seminar, lunch, dinner

- Seminar and lunch, end at 17:00 hrs

Registration

Participation fee: € 2.200.-- includes training material, welcome cocktail & dinner and all other meals. Additional expenses (hotel, travel, phone, (mini) bar) are **not** included.

PARTICIPATION NUMBERS ARE RESTRICTED TO 15 AND WILL BE ALLOCATED ON A STRICTLY FIRST-COME-FIRST-SERVE BASIS.

PARTICIPANTS ARE KINDLY REQUESTED TO COMPLETE AND RETURN THE REGISTRATION FORM BY **FRIDAY 23 MARCH 2018 LATEST TO: INFO@STECIS.ORG**

Please click [here](#) for the registration form.

Who should attend?

The seminar is aimed at experienced surety underwriters.

The seminar is organised as an intensive and interactive training exercise. Therefore the number of participants is limited. Early registration is recommended.

Who is STECIS?

STECIS is endorsed and supported by the International Credit Insurance & Surety Association (ICISA, www.icisa.org) and Exporta and offers training seminars and in company training programmes on credit insurance, surety and related topics. Seminar tutors, trainers and coaches are industry experts with extensive international experience.

www.stecis.org

Venue

Bilderberg Europa Hotel****
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www.bilderberg.nl

Bilderberg Europa Hotel puts guests right along the sea side in the Scheveningen district of the Dutch coastal city of The Hague. The Europa Hotel facilitates lovely seaside walks as well as visits to interesting local attractions. The Europa Hotel also lies within close distance of The Hague's shopping and commercial centres.

Average room price: €139,- incl. breakfast, VAT and city taxes.

Make sure to book your room on time !

