

**THIRTEENTH ANNUAL
SOUTHERN SURETY AND FIDELITY CLAIMS
CONFERENCE**

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SURETY CLAIM TIPS FROM THE PROS

PRESENTED BY:

**MICHAEL J. SUGAR, JR., ESQ.
FORCON INTERNATIONAL CORP.**

1216 Oakfield Drive
Brandon, Florida 33511
(813)684-7686

USEFUL MATH

Ever wonder about those people who say they are giving more than 100%?

We have all been to those meetings where someone wants over 100%. How about achieving 103%?

Here's a little math that might prove helpful.

What makes life 100%?

If:

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z is represented as:
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26

Then:

H A R D W O R K

8 1 18 4 23 15 18 11 = 98%

And:

K N O W L E D G E

11 14 15 23 12 5 4 7 5 = 96%

But:

A T T I T U D E

1 20 20 9 20 21 4 5 = 100%

And:

B U L L S H I T

2 21 12 12 19 8 9 20 = 103%

So, it stands to reason that hard work and knowledge will get you close, attitude will get you there, but bullshit will put you over the top.