

RICHARD W. CABY

EDUCATION

BBA Finance - Memphis State University (now known as University of Memphis)

SUMMARY

39 years experience in Surety and Fidelity underwriting, marketing and management for a leading global insurance group. Primary emphasis on contract surety.

MEMBERSHIPS

Past member of Associated General Contractors of Greater Florida (served as Associate Member Vice President, Member of the Executive Committee of Board of Directors, Member of the Board of Directors.

Past member of Associated Builders and Contractors, Gulf Coast Chapter.

Past member of Florida Transportation Builders

Past member of Florida Surety Association (Served on liaison committee between Florida Surety Association and State of Florida, Department of Transportation.)

SPEAKER

Guest lecturer on Contract Surety Bonding at the University of Florida, Rinker School of Building Construction.

CAREER HISTORY

Zurich American Insurance Company (Fidelity and Deposit Company of Maryland)

- SES Senior Regional Vice President, Contract Surety, Tampa, FL - Lead a team of 8 contract surety producer/underwriters. Responsible for underwriting, marketing and profitability in the states of Alabama, Florida and Mississippi. Consistently met or exceeded production and profitability goals. Underwrote various sizes of construction companies from small to large global firms.
- SE Senior Regional Vice President, Contract Surety, Tampa, FL- Lead a team of 8 contract surety underwriters. Responsible for underwriting, marketing and profitability in the states of Alabama, Florida and Georgia. Consistently met or exceeded production and profitability goals. Underwrote various sizes of construction companies from small to large global firms.

FORCON

INTERNATIONAL

WWW.FORCON.COM

- Resident Vice President, Tampa, FL - Lead a team of Contract surety, Commercial surety, Fidelity and P&C producer/underwriters. Responsible for underwriting, marketing and profitability of all lines of business, in the state of Florida. Consistently met or exceeded production and profitability goals. Consolidated operations in Tampa and Miami to form a more focused and efficient operation. Promoted to SRVP of Contract Surety.
- Branch Manager, Houston, TX - Lead a team of Contract surety, Commercial surety, Fidelity and P&C producer/underwriters. Responsible for underwriting, marketing and profitability of all lines of business. Consistently met or exceeded production and profitability goals. Promoted to RVP in Tampa, FL.
- Service Office Manager, San Antonio, TX - Lead a team of Contract surety, Commercial surety, Fidelity and P&C producer/underwriters. Responsible for underwriting, marketing and profitability of all lines of business. Consistently met or exceeded production and profitability goals. Promoted to Branch Manager in Houston, TX.
- Assistant Manager, Chicago, IL - Responsible for the underwriting, marketing and profitability of Surety and Fidelity products in an assigned territory. Promoted to Service Office Manager, San Antonio, TX.
- Branch Special Agent Trainee, St. Louis, MO - Received training on all Surety, Fidelity and P&C products offered by Fidelity and Deposit Company of Maryland. Transferred to Chicago Branch Office after training and assigned a territory.