

# Cross Selling Opportunities by Industry



To fully service your clients, get to know the surety bond requirements in your region and ask your client about their bonding needs. If they are unfamiliar with their surety bonds, consider discussing the various bond requirements that are applicable to their industry.

Don't see a bond that your client is looking for? Check the availability of these bonds and more on the bONDLINE® Forms List in the agency [Portal](#) or call our Customer Service Department to speak to a representative at **1-800-331-6053**.

<b>Alcoholic Beverage / Tobacco</b>	<ul style="list-style-type: none"> <li>- Beverage Tax</li> <li>- Brewers, Distillers, Winemakers, Manufacturers, Wholesalers</li> <li>- Federal Tobacco Dealer/Manufacturer</li> <li>- Local Tobacco Tax</li> <li>- Vendor/Solicitors</li> <li>- Warehouse</li> <li>- Wine Cellars</li> </ul>
<b>Agriculture</b>	<ul style="list-style-type: none"> <li>- Commission Merchants</li> <li>- Farm Labor Contractor</li> <li>- Farming and Grazing Lease (Bureau of Indian Affairs)</li> <li>- Livestock</li> <li>- Packers and Stockyards</li> </ul>
<b>Attorneys</b>	<ul style="list-style-type: none"> <li>- Administrator/Executor</li> <li>- Bankruptcy/Receiver</li> <li>- Employee Dishonesty</li> <li>- Guardian/Conservator</li> <li>- Indemnity to Sheriff</li> <li>- Replevin</li> <li>- Trustee</li> <li>- Notary</li> </ul>
<b>Automotive Dealers</b>	<ul style="list-style-type: none"> <li>- Certificate of Title</li> <li>- Employee Dishonesty</li> <li>- License &amp; Permit (Repairers, Full Issuing Agents, etc.)</li> <li>- Motor Vehicle Dealer</li> <li>- Supply</li> </ul>
<b>Contractors</b>	<ul style="list-style-type: none"> <li>- Employee Dishonesty</li> <li>- Highway Permit/Right of Way</li> <li>- License &amp; Permit (Contractor's License, Plumber, Electrician, etc.)</li> <li>- Maintenance</li> <li>- Performance and Payment</li> <li>- Supply</li> <li>- Tax (New Contractors, Non-Resident Contractors, etc.)</li> <li>- Wage &amp; Welfare</li> </ul>
<b>Convenience / Grocery Stores</b>	<ul style="list-style-type: none"> <li>- Employee Dishonesty</li> <li>- Fuel Tax</li> <li>- Hunting/Fishing License sales</li> <li>- Lottery Retailer</li> <li>- Retail Liquor</li> <li>- Retail Sales Tax</li> <li>- Utility Deposit</li> </ul>

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<b>Financial Services</b>	<ul style="list-style-type: none"> <li>- Check Seller</li> <li>- Debt Collector/Collection Agency</li> <li>- Finance Lender</li> <li>- Insurance or Real Estate Broker</li> <li>- Lost Instrument</li> <li>- Money Transmitter</li> <li>- Mortgage Broker</li> <li>- Notary and Notary Errors and Omissions</li> <li>- Replevin/Attachment</li> <li>- Signing Agent Errors and Omissions</li> <li>- Small Loan License</li> <li>- STAMP</li> </ul>
<b>Health Care</b>	<ul style="list-style-type: none"> <li>- Medicare DMEPOS</li> <li>- Employee Dishonesty</li> <li>- Nursing Home Patient Trust</li> <li>- Pharmaceutical Wholesalers</li> <li>- Retirement Benefits (ERISA)</li> <li>- Skilled Nursing Facility</li> </ul>
<b>Non-Profit Organizations</b>	<ul style="list-style-type: none"> <li>- Employee Dishonesty</li> <li>- License &amp; Permit</li> <li>- Professional Solicitor/Fundraiser</li> </ul>
<b>Public Officials</b>	<ul style="list-style-type: none"> <li>- School Officials</li> <li>- Sheriffs</li> <li>- Tax Collector or Treasurer</li> <li>- Town Managers</li> </ul>
<b>Restaurants / Bars</b>	<ul style="list-style-type: none"> <li>- Employee Dishonesty</li> <li>- Liquor</li> <li>- Lottery Retailer</li> <li>- Sales Tax Bond</li> <li>- Utility Deposit</li> </ul>
<b>Service Companies</b>	<ul style="list-style-type: none"> <li>- Employee Dishonesty/Janitorial Service</li> <li>- License &amp; Permit (Security Guards, Travel Agents, Garbage Haulers, Health Clubs, etc.)</li> <li>- Performance and Payment</li> <li>- Solicitor</li> </ul>
<b>Transportation / Trucking</b>	<ul style="list-style-type: none"> <li>- Certificate of Title</li> <li>- Fuel Tax</li> <li>- Highway Use</li> <li>- Oversize/Overweight</li> <li>- Right of Way</li> <li>- Toll charge</li> </ul>