



## **2021 Ones to Watch: Bette Botticello, Surety Bond Professionals, Inc.**

September 21, 2021 - Spotlights

Name: Bette Botticello

Title: Senior Vice President

Company Name: Surety Bond Professionals, Inc.

Real estate associations or organizations that you are currently a member of: NASBP (National Association of Surety Bond Producers), AGC (Association of General Contractors), CFMA (Construction Financial Management Association)

What recent project, transaction or accomplishment are you most proud of?

While pursuing a new contractor client, I was able to provide innovative solutions to their problems by using a consultative approach and bringing in other experts to the table. I believe it was my dedication to creative problem solving that made the client chose our agency and made them feel “re-energized” about their business.

How do you keep your team motivated despite conflicts and obstacles?

Communication, clearly defined goals, flexibility, and appreciation. I'm always available to listen to other team members and assist with any problem solving when necessary. My team knows that I'm ready to step in when they need my help, and that they can always count on me.

Who was/is your mentor and how did s/he influence/help you in your career?

Richard Dropsy and Robert Beer who are former colleagues, and Gary Giulietti who is in the surety industry. Each one of these mentors contributed to my career growth in their own way. They gave me a chance, encouraged my professional development, and helped me to believe in myself and that I could do anything I set my mind to.

How do you contribute to your community or your profession?

I volunteer in my local community, and mentor younger surety bond producers.

What did you want to be when you grew up?

I have always loved horses since I was a kid, so naturally I wanted to be a horse jockey.

What led you to your current profession?

I started in surety bonding completely by accident. I had a great mentor, Gary Giulietti who had a passion for the business and helped me to develop not only my skill set, but a love for the industry as well.

Top three things on your bucket list:

1. Live abroad for at least half of the year;
2. Spend two weeks at an Ayurvedic Spa retreat;
3. Visit Austria where my grandmother was born.

Favorite quote:

“There is only room in the lifeboat of your life for one and you always choose yourself...” – Anna Quindlen (Sometimes this takes a lifetime to learn!)

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