

IMMIGRATION BONDS MADE EASY

by Maryanne Arthur

Managing the United States' civil immigration enforcement and removal operations can be tough business. Each year since 2010, United States Immigration and Customs Enforcement (ICE) teams removed more than 350,000 unlawful individuals from along the U.S. border and within the interior of the country.

As an investigative agency of the U.S. Department of Homeland Security, ICE combats illegal immigration, including targeting illegal aliens with criminal records who pose a threat to public safety. ICE's Criminal Alien Program (CAP) is responsible for identifying, apprehending, detaining and removing criminal aliens as well as other illegal aliens situated in the U.S.

While awaiting court proceedings, some illegal aliens may secure *immigration bonds* to be released from ICE custody. Fundamentally, immigration bonds are the same as criminal bonds, helping ensure that illegal individuals attend court hearings and comply with all ICE (and judge) requirements, including leaving the country. Living in the United States illegally is not considered a criminal offense or crime, so immigration bonds are *federal civil bonds* — until someone is deported and returns illegally. In that case, upon re-entry, the person is deemed a criminal and criminal bail may be an option.

For the five or six thousand individuals who post immigration bonds through corporate sureties each year, there are very few bondsmen who are willing to tackle the challenge.

Many bail bondsmen consider

immigration bonds *risky* for a variety of reasons:

- Illegal aliens are often “flight” risks.
- Valuable collateral is always needed to post a bond.
- There are four kinds of immigration bonds (A.K.A. ICE Form I-352)
- The “market” for immigration bonds is very small with only a few thousand U.S. cases each year.
- An average immigration case lasts three years; some continue for six or 10 years.
- A time for payment after FTA is very short.
- Bondsmen need a property and casualty license in most states to write these bonds.

Immigration bonds are not simple; but they can be profitable. If you know someone in need of an immigration bond, but aren't sure how to help, then don't hang up the phone! Refer them to Jeremy and Margy Wolf, new Lexington National producers at U.S. Immigration Bonds & Insurance Services, Inc.

The Wolfs have been in the immigration bail bond business for more than 13 years. Last year, this husband-and-wife team formed their own company, focusing exclusively on immigration bonds. Since they are licensed in all 50 states, U.S. Immigration Bonds & Insurance Services, Inc. can assist Lexington National producers all across the country — with absolutely no risk!

Even better, they charge a significantly lower premium (12% + \$10) than most competitors. Plus they offer a 4% commission for business referred by



Photo Courtesy of ICE

properly-licensed Lexington National producers!

Want to learn more about immigration bonds? Check out the Wolfs' extensive website at www.usimmigrationbonds.com. There you'll find all the answers you need to steer your clients in the right direction.

Want to make some extra money? Gather a few pieces of critical information: defendant's name, bond amount and contact's name/phone number. Then, pass this information electronically to Jeremy or Margy Wolf. U.S. Immigration Bonds will skillfully handle all paperwork, court proceedings, and correspondence for clients; and send a commission payment to you if you are properly licensed. Your job is complete — it's that simple!

Through the years, Jeremy and Margy Wolf have received kudos from various clients, attorneys and industry peers. Perhaps most striking is their endorsement from the nonprofit advocacy group Children of Immigrants: “We appreciate how you have made the bonding out transaction for so many people easy and on the same day.”

With a reputation for compassion

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and proficiency in the immigration bond industry, the Wolfs help make a complex and emotional process as simple and risk-free as possible. Let them do the same for your immigration bond business. Call today! ■



Jeremy and Margy Wolf are owners of US Immigration Bonds & Insurance Services, Inc. based in Florida. Check out the company's website at www.usimmigrationbonds.com. Or contact the Wolfs at 800-225-2587 and jeremy@usimmigrationbonds.com.



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Did You Know?

U.S. Recidivism Patterns 2005-2010

According to *Recidivism of Prisoners Released Series*, published by the Bureau of Justice Statistics in April 2014, released prisoners often re-enter the justice system after imprisonment.

In a five-year study, the Bureau of Justice tracked offending patterns of persons released from 30 states in 2005. Information included: offender characteristics, prior criminal history, and commitment offense, plus different measures of recidivism through 2010.

The findings are based on prisoner records obtained from the state departments of corrections, criminal history records, and state repositories.

- Among state prisoners released in 30 states in 2005, and followed until 2010:
- About two-thirds (67%) were arrested for a new crime within 3 years; and three-quarters (76%) were arrested within five years.
- 82% of property offenders were arrested for a new crime, compared to 76% of drug offenders, 73% of public order offenders, and 71% of violent offenders.
- More than a third (36%) of all prisoners were arrested within the first six months after release, with more than half (56%) arrested by the end of the first year.
- Two in five (42%) were either not arrested or arrested once
- A sixth (16%) of prisoners were responsible for almost half (48%) of the nearly one million arrests that occurred in the five-year follow-up period.
- An estimated 10% were arrested in a state other than the one that released them.
- 84% of inmates age 24 or younger at release were arrested, compared to 78% of inmates ages 25 to 39 and 69% of persons age 40 or older. ■

Source: Bureau of Justice Statistics, April 2014 press release, www.bjs.gov

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Dennis Sew Inducted into PBUS Hall of Fame

On any given day, Dennis Sew might: direct company bail operations, troubleshoot national agent issues, answer media and Associated Press requests, chair a fundraising or membership committee, attend executive board meetings, hone his fugitive recovery skills, share his vast bail knowledge, and, of course, chase down a few skips.

Sew is well-known among peers as an expert in fugitive recovery; and his 'aptitude for apprehension' prompted *The Wilson's Quarterly* contributor Alex Tabarrok to feature him in a 2011 article, "The Bounty Hunter's Pursuit of Justice." Sew's expertise, positive attitude and strong work ethic shine in an industry where lasting relationships are the key to success. And, industry leaders have noticed.

After 30+ years of exemplary service in the bail industry, Dennis Sew was inducted into the Professional Bondsman of the United States' (PBUS) prestigious *Hall of Fame*. This honor is awarded to an individual whose deeds and actions exemplify the true meaning of the title "Professional Bail Agent." In February

2014, Sew joins the ranks of many extraordinary individuals who have helped build and maintain a thriving bail industry. This follows his 2009 PBUS Bail Agent of the Year commendation.

No doubt, Dennis Sew is one busy bondsman. As Director of Bail Operations at Fred Frank Bail Bonds, Director of Producer Relations at Lexington National Insurance Corporation, and two committee chairs plus Vice President of the PBUS, his phone rings every hour of the day from various times zones across the U.S.

Amidst the flurry of bail activity and professional accolades, Dennis Sew still heads home at the end of each day to spend time with his family—which is absolutely his best gig yet! ■



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Truth is Stranger than Fiction

“Chick Bank Robber”

Kids are so tech-savvy these days. Take, for instance, 19-year old Hannah Sabata, who posted a YouTube video that received more than 92,000 views, including a few hits from the local police department in Waco, Nebraska. Reportedly, Sabata spent a good deal of time creating the video, using background music, subtitles and handwritten signs to celebrate her recent bank robbery. In her aptly titled video, “Chick Bank Robber,” Sabata outlines her marijuana use, car theft, gun play and bank robbery at Cornerstone Bank. This uninhibited, public admission of guilt made it easy for York and Polk county sheriffs’ offices to find and arrest Hannah Sabata — just one day after her crime. Perhaps her strong online presence wasn’t so brilliant after all.

Sources: CNN and Lincoln Journal Star



Judge Accused of Sleeping on the Job

Earlier this year, Senior U.S. District Judge Ellen Bree Burns felt compelled to make a formal statement to the press after a recent drug trial in Connecticut. No wonder...the 90-year old judge was accused of sleeping during a conspiracy trial of three men accused of participating in a large drug-dealing ring. Several family members of the three men complained that the judge was sleeping during the playing of audiotapes.



Judge Burns admitted she was both bored and intrigued by the proceedings. “But,” she said, “I take copious notes during the testimony of each witness, and I would like to place into the record my personal notes of what happened that afternoon to reflect that I was not asleep. Indeed, I was listening very carefully to what was going on and making notes of them.”

A reporter from the *New Haven Independent* supported Burns. From his gallery seat, he noted, Burns was visibly awake and taking notes with her chin down.

“I was not sleeping!” affirms Judge Burns.

Source: “Me, Sleeping?” by Debra Cassens Weiss, *American Bar Association Journal*, January 30, 2014

Fake Cop Arrested by Real Cop

In St. Johns County, Florida, Sheriff’s Detective Justin Anderson was driving along International Golf Parkway when a pair of blue flashing lights signaled him to pull his car over to the side of the road. Obliging, Anderson came face-to face with 20-year old Matthew Michael Lee McMahon from Ohio; but the detective did not recognize him as any of his colleagues. McMahon simply pointed a finger disapprovingly at Anderson before driving away.

In response, Anderson pulled McMahon over for a real traffic stop and arrested the suspect for impersonating a police officer and illegally using emergency lights. McMahon was booked at St. Johns County Detention Facility, and released a few hours later after posting \$5,500 bail. ■

Source: www.huffingtonpost.com June 2014

Ringling Up Prison Phone Bills

With today’s surplus of cell phones, tablets, landlines, internet connections and other digital devices, it’s easy to plug in and stay connected. In fact, many of us take our technologically-revved up communication tools EVERYWHERE we go for fear of being disconnected. The more we look down to check email, text notes, or talk on the phone, the more phone companies applaud their own efforts to keep us yapping.

Imagine if these companies raised rates and our fees skyrocketed to \$17 or \$18 for a 15-minute call. Would we spend so much time plugged in? What if we didn’t have a choice?

For prison inmates, a single phone call is a coveted lifeline to the world beyond walls. And, for too many years, prison phone providers have charged inmates (and their families) outrageously-high fees.

About 10 years ago, one family reported an \$18/five-minute phone call charge to the Federal Communications Commission (FCC). In February 2014, the FCC finally capped charges for interstate calls to/from prison at \$3.75 for 15 minutes. There is no reform yet for intrastate calls.

Prison phone providers supply inmate phone systems, often equipped with technology packages that include recording capabilities, video-based prison visits, and phone call pattern-tracking software. These providers charge inmates fees for: (1) verifying and activating phone numbers for specific inmates and (2) utilizing local or long-distance calling lines. Then, they share the fees

with various correctional facilities to boost services and programs for inmates. The FCC publicly stated that these fee-sharing arrangements have contributed to the rate spikes.

To help inmates’ families, several other companies offer specialized prison calling plans. A quick Internet search reveals that some of these calling plans are \$.05/minute calls with only a \$2.50 monthly account maintenance fee. Others charge \$8 per month for 100 minutes. Most issue local phone numbers to family members to help avoid additional long-distance or interstate fees. But, all of these numbers must first be approved and activated by the prison phone operators – which are regulated by the FCC’s new ruling.

This is “big business” in America, considering approximately 2.4 million people are behind bars each year. If every prisoner makes one 15-minute call each year (at \$3.75 per call), then they would rack up \$9 million in total calling fees. Even at the FCC’s capped rate, each \$.25/minute call equals “off the hook” earnings for prison phone companies!

Want to help your clients stay in touch with loved ones? Or petition the FCC to cap local (intrastate) calling fees? Log on to www.fcc.gov and choose “Take Action” to file a complaint or join a discussion. ■

Source: “Barred: A 15-Minute Call That Costs \$17” by Ryan Dezember and Gillian Tan, *Wall Street Journal*, April 2014

Gerald Madrid: Bail Agent of the Year

by Maryanne Arthur

Gerald Madrid grew up in the bail bond business. His father, Tony Madrid, owned and operated a bail company, where Gerald began working in 1977. Competing with seven of his nine bail-bondsman siblings, he opened Gerald Madrid Bail Bonds in 1984. Three years ago, son Christian joined him.

Despite the abundance of family-friendly competition in the Albuquerque marketplace, Gerald Madrid has forged a distinct career path in New Mexico. With 20 licensed employees, his company operates six offices in four counties: Santa Fe, Valencia, Sandoval, and Bernalillo. Through his website, yellow page ads, personal referrals and association membership, Madrid has created strategic alliances that fuel his business and keep him connected to the pulse of the industry.

He is a member of the Hispanic Chamber of Commerce and the Professional Bondsmen of the United States (PBUS). In October 2013, peer leaders elected him president of the newly-formed New Mexico Bail Bond Association. By spring 2014, he and a handful of Association members were celebrating the Governor's signature, on a bill Madrid lobbied, to clarify the language regarding New Mexico's bail bond industry. At the same time, the PBUS recognized Madrid's exemplary performance in the bail bond business and named him "PBUS Agent of the Year" during the annual conference in Las Vegas.

Through the years, Gerald Madrid has served as a training resource for local bail producers and for representatives of the continuing education department at New Mexico's Department of Insurance. He teaches pre- and post-licensing courses to prospective and current bail producers.

And, his advice is always the same: "Integrity and customer service need to be above reproach at all times." His company's bail bond services are 100% guaranteed – with money returned if Gerald Madrid Bail Bonds "does not perform or produce," according to Madrid.

Not only is Madrid highly-respected in the bail bond industry for his sense of integrity, but also he is recognized in the community for his bravery. In a terrifying turn of events during one Sunday last year, Madrid leapt into action against a 24-year old attacker. As a disturbed young man leaped over pews and lunged at choir members during a church service, flutist Madrid instinctively "rushed him" to prevent others from being harmed. In the midst of chaos, he and the choir director suffered several stab wounds. But, now Madrid is back in action – once again sharing his musical talents with the church choir and a community concert band.

It is this generous spirit that has earned Gerald Madrid much respect and success both personally and professionally. Congratulations, Gerald, on your remarkable achievements! ■

Gerald Madrid is owner of Gerald Madrid Bail Bonds in Albuquerque, New Mexico. He can be reached at 505-243-0249 or gmadrid726@aol.com. Visit the company at www.gmadridbb.com.



Happy Birthday, Fred!

Fred Frank celebrated a sweet milestone birthday with friends at Stone Mill Bakery & Café in Greenspring Station, Maryland.



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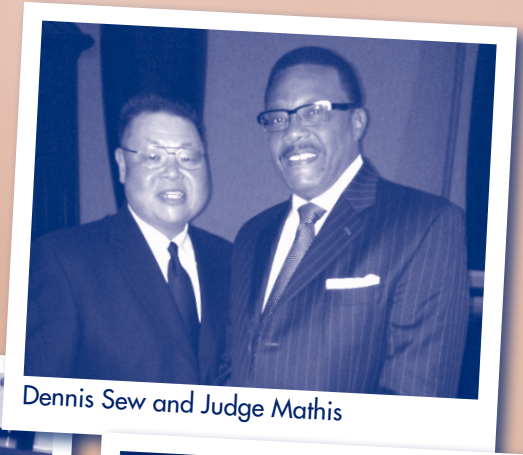
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Out and About

Las Vegas Annual Convention



Brian Frank



Dennis Sew and Judge Mathis



Louisiana bondsmen Toni and Tres Jumonville



Louisiana bondsman Carl Foulcard and Tennessee bondsman Tim BeShea with Fran Whiting



New Jersey bondsman Jonathan Yellin and wife Rosalyn



Tyler Frank, Jarre Weinstein, and Tina Padilla



Scott Williams with wife and general agent Jonna Williams Duvall

Florida Bail Agent Conference



Florida agents Ed and Kim Palmer in front and Crystal Dixon and David Lee in back



Brian Frank with Florida agents Jeff Laws and Jimmy Rios



Scott Williams and Randy Parton with private investigator Steve Rambam



Florida agent Sam Wesley and Florida General Agent Linda Braswell

Grow Your Business

If you need an insurance company that understands your bail bond business, then you're looking in the right place. At Lexington National, WE KNOW BAIL.

We are bail bondsmen and the Frank family has operated retail bail bond offices for over 60 years. While some insurance companies juggle bail bonds with construction bonds, court bonds and homeowners insurance, we focus only on BAIL BONDS. It's simply what we do.

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