



Promoting industry professionalism
and best practices.



WC Risk Management Best Practices Training

The Certification Institute offers a comprehensive training and development program to help your PEO's risk management team more effectively implement WC risk management principles as defined by industry best practices.

On-site training by CI's Risk Manager is customized to:

- Address the unique needs of your PEO
- Further develop the skills and knowledge of your risk management, sales and client service teams
- Improve your risk management program
- Increase your bottom-line profitability

Location:

- On-site at your facilities
(saves your staff's time and travel costs)

Training Format:

- Lecture/case studies customized for your operations and open to an unrestricted number of participants
- Individual sessions customized for risk management, sales and client service staff

Instructor:

- CI's consultant, Don Parker, is an experienced risk manager with extensive PEO and insurance carrier risk management experience

Fees:

- Training is provided to an unlimited number of participants in as many sessions as desired. A discounted fee is provided for WC certified PEOs:
- Certified PEOs: \$950/day plus travel expenses
- Non-Certified PEOs: \$1,950/day plus travel expenses

Training Benefits:

- Enhanced staff risk management skills
- Introduction of PEO-specific concepts for new staff unfamiliar with the industry
- Improved risk management processes
- Increased understanding of the certification process and efficiency in completing and maintaining WC certification
- Increased bottom-line profitability

Contact:

To schedule a training session, contact CI at 501-975-3099 or info@CertificationInstitute.org

Session Topic Options:

You can request best practices training in the following categories for your risk management, sales & client service staff:

Risk Management:	
✓	Loss prevention's role in the risk assessment process
✓	Performing pre & post contract risk assessment surveys
✓	Developing detailed descriptions of operations that can be used to properly classify risk and apply correct WC class codes
✓	Developing exposure and hazard details and how this information is used to develop recommendations
✓	Hazard identification
✓	Determining future service needs and creating action plans to meet those needs
✓	WC carrier proposal preparation
✓	Best practices and claims management for effective cost containment
Sales:	
✓	Key concepts of risk management
✓	Importance of focusing on appropriate target markets
✓	Obtaining information required for risk selection process
✓	Developing description of operations and its role in the risk selection process
Client Service:	
✓	Risk management principles
✓	Loss-prevention and claims management services available to the client

PEO Training Feedback:

"Our staff received valuable insights that will allow us to improve our risk selection process and better focus our loss prevention efforts to achieve an improved bottom line."

"We recently added new loss-prevention personnel who were unfamiliar with the PEO industry. The training was a great way to bring them up to speed on best practices specifically related to a PEO's operations."