

# Did You Know?

*When you place your business with a Certified WorkComp Advisor you are stepping up to an advanced insurance business consultant process. CWCA's receive additional training specific to the Workers' Compensation industry that enables them to fully understand the errors that commonly occur and the processes that should be implemented to keep you from losing money. They clearly have a better understanding of the insurance industry and are in the best position to advise you on your total insurance issues. Below are actual examples how CWCA's have found, fixed errors and returned money to employers!*



## Finding and Fixing Audit Errors

A family-owned trucking company received a final premium audit invoice for \$15,129. The CWCA's review of the audit worksheets revealed payroll that had not properly identified due to a technicality (a split in the normal Anniversary Date). The CWCA prepared proper payroll calculations that the insurance company agreed with. The insurance company returned \$3,811. (The net premium savings for the client was \$18,940.)



## Driving your Experience Modification to a Minimum

A large non-profit school for ninety-six physically and mentally-challenged students was cancelled by its existing insurance company because of poor loss history. The insurance company paid 300% more than the premiums paid. The CWCA's consultative review recommended a 5-step plan; create a safety committee, use a nurse to triage injuries, conduct employee training, create initial injury procedures, and develop transitional duty jobs. In 4 years, the mod plunged from 1.88 to .93.



## Unsafe Act or Unsafe Condition?

An aluminum recycling/smelting plant's claims were skyrocketing. The CWCA discovered much of the reason was due to a lack of a defined employee injury plan and hiring practices. The company implemented a plan to improve workplace safety and decrease injury frequency. They also established a return-to-work program including transitional duty as well as a comprehensive hiring plan. As a result the employer was able to change insurance companies saving more than \$57,000 in the first year, and in three years the Experience Mod dropped by 30%.

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**CWCAS ARE TRAINED AND CERTIFIED BY THE INSTITUTE OF WORKCOMP PROFESSIONALS (IWCP).**

**But it doesn't stop there. The IWCP supports its community of Certified WorkComp Professionals with a knowledge base of experienced industry leaders.** When you see these four letters – CWCA – you can be sure you're working with an insurance professional who has taken the extra step to bring extra value to your company.