



Safety & Health Track Sessions

Monday, July 22

1:15 pm–2:00 pm

Safety Consultant of the Future

Historically and even today, many insurance safety professionals are generalists, meaning they have to know a little about a lot regarding a wide range of industries and employee injury risks. In workers' compensation insurance, the focus of safety consultations has been hazard analyses, safety program reviews, and issuance of recommendations to mitigate risks. Given the rapidly changing insurance market, innovative technology, artificial intelligence, and analytics, what set of competencies will tomorrow's safety consultant need to be effective? What can leaders do to help facilitate the acquisition of necessary skill sets needed for success? This panel discussion will address the blend of hard and soft skills needed to bridge today's safety consultant to tomorrow's "insurance business consultant," helping clients reduce costs not only in safety but across their business.

Speaker

- *Kristin L. Klein, MS, CRC, AIC, ARM, AINS, WCP, CHSP, Director of Safety Services, Chesapeake Employers' Insurance Company*
- *Elizabeth A. Paul, Director of Business Services, Kentucky Employers' Mutual Insurance (KEMI)*
- *Jennifer Reymont, STSC, Loss Control Services Manager, Idaho State Insurance Fund*
- *Stacy Rose, CSP, Safety Services Regional Manager, Austin Regional Office, Texas Mutual*

Tuesday, July 23

9:45 am–10:30 am

Productivity and Unique Performance Goals

This will be a panel discussion addressing a spectrum of philosophies and strategies dealing with consultant productivity and how other unique goals are used to drive behavior to achieve results. Maintaining acceptable levels of productivity is a vital part of field work but does not tell the whole story. How are funds measuring and managing productivity while fostering consultant commitment to improving their book of business?

Speaker

- *Randy Klatt, MS, CSP, WCP, Director, Loss Control Services, Region 2, MEMIC*
- *Kristin L. Klein, MS, CRC, AIC, ARM, AINS, WCP, CHSP, Director of Safety Services, Chesapeake Employers' Insurance Company*
- *Stacy Rose, CSP, Safety Services Regional Manager, Austin Regional Office, Texas Mutual*
- *Timothy B. Wilson, CSP, Safety and Risk Services Regional Manager, Missouri Employers Mutual*

10:45 am–11:30 am

The Art of Selling Safety

Selling policyholders on the need for more robust, more effective safety and health programs can be a challenge, particularly for employers and employees who view safety and health improvements as a cost and hindrance to productivity rather than a competitive advantage.

In this session, safety professionals from four different state funds will share successful strategies for “selling” safety to policyholders, their employees, and other workers’ compensation business units.

Speaker

- *Randy Klatt, MS, CSP, WCP, Director, Loss Control Services, Region 2, MEMIC*
- *Bryan Olsen, VP of Safety and Health, WCF Insurance*
- *Elizabeth A. Paul, Director of Business Services, Kentucky Employers' Mutual Insurance (KEMI)*
- *Jennifer Reymont, STSC, Loss Control Services Manager, Idaho State Insurance Fund*

Wednesday, July 24

1:00 pm–1:45 pm

Using Workers' Compensation Data for Prioritizing Risk and Preventing Occupational Injuries

This session will discuss methods developed by the Ohio Bureau of Workers' Compensation (OBWC) for analyzing injury claims and policy data for prioritizing specific industry groups, policies, and populations of workers for safety interventions. It will also provide results from data analysis studies on injury rates and causations among temporary workers in various industry sectors and workers who provide services to adults and children with disabilities.

Speaker

- *TBD*