



C L E V E L A N D

AASCIF 2019

July 21-24, 2019

HILTON CLEVELAND DOWNTOWN  
CLEVELAND, OHIO

Safety Consultant of the Future

#AASCIFconf2019

# Safety Consultant of the Future

• Predictors for Success •



# 1

## Hard Skills

- Digitally savvy
- Business savvy
- Insurance savvy
- HSE technically savvy

# 2

## Soft Skills



Collaborator, leader,  
coach, problem solver



Salesmanship,  
relationship builder,  
polished

Value Added Service

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# Hard Skills



## HSE

Seen as a business/risk management consultant

Provides value added solutions and services

Developer of strategies for making impactful bottom line solutions

## Business

Sell safety – ROI  
Seen as business consultant  
Understands finance

## Insurance

Improves total cost of risk (TCR)  
Understands all lines of insurance  
Focus on solving clients key risk issues

## Digital

Fluent in technology – mobile devices/apps  
Analytical – understands data, IoT  
Artificial intelligence (AI)



Certifying practitioners in the  
safety profession.  
**Protecting what matters most.**



BCSP is the leader in high quality credentialing for safety, health, and environmental practitioners.

— Since 1969 —



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## ARM Online Tutorials

PRIMA and PERI stakeholders now have access to free ARM, ERM and RMPE online tutorial courses via ARMStudyGroup.com. The Study Group is led and facilitated by Erike Young, Google's global safety manager.

PRIMA and PERI stakeholders can register for ARM 54, ARM 55, ARM 56, ERM 57 and/or the RMPE 352 courses for free when they enter **PERI** in the discount code field.

### Courses

#### ARM 54—Risk Management Principles and Practices

On-demand course that covers risk management standards and guidelines; hazard, operational, financial, and strategic risk; risk identification, analysis and treatment; financial statement risk analysis; capital investment. [Click here to register for the ARM 54 course.](#)

#### ARM 55—Risk Assessment and Treatment

On-demand course that covers risk assessment and treatment; root cause analysis; business continuity management; intellectual property, reputation, legal, and regulatory risk; management liability; environmental, Crime, cyber and fleet risk. [Click here to register for the ARM 55 course.](#)

### EDUCATION & TRAINING

ANNUAL CONFERENCE

PRIMA INSTITUTE

ENTERPRISE RISK MANAGEMENT TRAINING PROGRAM

WEBINARS

▶ ARM ONLINE TUTORIALS

PODCASTS

CORE COMPETENCIES

CALENDAR OF EVENTS

VALUE OF RISK MANAGEMENT PROGRAM

CYBER SECURITY AWARENESS MONTH

ESSENTIAL ELEMENTS OF PUBLIC ENTITY LOSS CONTROL





# NCCI Riskworkstation™



Riskworkstation™



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## Create New Test Mod Worksheet

Create New Test Mod Worksheet

Create Test Mod from Existing Worksheet

Saved Test Mods

[Quick Scopes](#)

Please enter risk name and rating effective date for your worksheet.

Risk Name

Rating Effective Date

## Rating States

Please select the state(s) to be added to your worksheet.

☐ Select All States

☐ Alabama

☐ Alaska

☐ Arizona

☐ Arkansas

☐ Colorado

☐ Connecticut

☐ District of Columbia

☐ Florida

☐ Georgia

☐ Hawaii

☐ Idaho

☐ Illinois

☐ Indiana

☐ Iowa

☐ Kansas

☐ Kentucky

☐ Louisiana

☐ Maine

☐ Maryland

☐ Massachusetts

☐ Minnesota

☐ Mississippi

☐ Missouri

☐ Montana

☐ Nebraska

☐ Nevada

☐ New Hampshire

☐ New Mexico

☐ New York

☐ North Carolina

☐ Oklahoma

☐ Oregon

☐ Rhode Island

☐ South Carolina

☐ South Dakota

☐ Tennessee

☐ Texas

☐ Utah

☐ Vermont

☐ Virginia

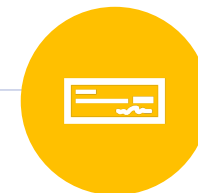
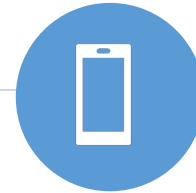
☐ West Virginia

☐ Wisconsin

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# Soft Skills – What Is Important

Emotional Intelligence



Collaborator  
Persuader  
Communicator

Critical thinker  
Problem solver  
Self-starter

Salesman  
Coach  
Advisor

Confident  
Polished  
Leader

Adaptable  
Independent  
Innovative

Connections  
Stewards  
Relationships

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# Stewardship

*Transparency, honesty, kindness, good stewardship, even humor, work in businesses at all times.*

*John Gerzema*



# The future



- ➔ Insurance business consultant
- ➔ Total cost of risk
- ➔ Valued partnership
- ➔ Trusted advisor to policyholders

