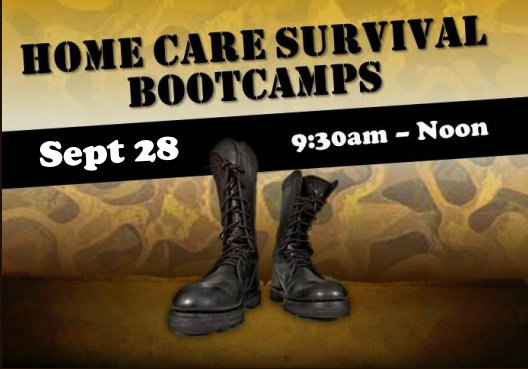




Addressing Factors that Increase Workers' Compensation Costs and Developing Ways that Home Care Providers Can Reduce Their Expenses



September 28, 2016

130 East 59th Street
(near Lexington Ave.)
7th Floor
New York, NY 10022

9:00 to 9:30am
Registration and
continental breakfast

9:30am to Noon
Program

Presenter: *John Malone, CLCS is a Branch Manager at The Reis Group. John has worked in the insurance industry for more than 25 years. After having worked "on the inside" representing two of the nation's largest insurance companies for approximately 18 of those years, he now works "on the outside" representing some of the region's largest and most highly respected businesses. On behalf of his clients, John negotiates commercial insurance and risk management program terms, conditions and pricing.*

This program will address fixed and variable costs affecting Workers' Compensation insurance for home care agencies, and ways in which those agencies can affect the variable costs to significantly improve their bottom lines.

Problem: The financial burden of Workers' Compensation has been increasing for home care providers due to numerous factors. Agencies face the potential for additional increases due to the recently enacted \$15 minimum wage and a shrinking Workers' Compensation insurance market.

Solution: By developing a cohesive Workers' Compensation risk management strategy, home care agencies can play an active role in reducing their costs.

The following educational topics are intended to help agencies:

- Understand Workers' Compensation underwriting and the Experience Modification Factor;
- Learn Workers' Compensation strategies proven to positively influence the bottom line;
- Develop a risk assessment and management plan;
- Know the components of a health care employee safety manual and a return to work program; and
- Establish policies and procedures for work-related accident and incident investigations.

This presentation will also address the higher prices that employers often pay when they don't understand what motivates the insurance companies and their agents. When it comes to Workers' Compensation in particular, the goal is to help employers understand what the insurance underwriters are doing, why they're doing it, and how they're doing it, so that employers can leverage that information to their advantage.

REGISTRATION – (Deadline September 22nd)

Name: _____

Title: _____

Agency: _____

Address: _____

City/State/Zip: _____

Phone: _____ Ext. _____

Email: _____

REGISTRATION FEE

HCA Members **\$79** _____ Non-Members **\$139** _____

PAYMENT

____ MasterCard ____ VISA ____ American Express ____ Check*

*Make checks payable and mailed to: HCA Education and Research
388 Broadway, 4th Floor, Albany, NY 12207

Credit Card #: _____ Exp. Date: _____ Security Code: _____

Name and/or Company Name on Card

Billing Address of card (including City, State and Zip Code)

Authorized Signature

Cancellations received by Sept. 22nd are refundable less a 25% administrative fee. Cancellations must be received in writing via e-mail to info@hcanys.org. No refunds after that time or for no shows. Substitutions are permitted.

FAX TO: (518) 426-8788