



CALL THE RIGHT PLAY!

To win the game you need to call the right plays. But what are the right plays and how do you run them? The answer is found in good coaching. When it comes to your experience modification factor, each year, the tradition continues as the NCCI calculates your mod which is then applied to your workers' compensation premium, bringing either the thrill of victory or agony of defeat. Frustration is found in the belief by many employers that they have no control over this "modness" **But that belief is a myth.**

In the March Xceleration on Wednesday, March 17th, we have assembled a great coaching staff to bring greater understanding to employers on how to control workers' compensation cost through experience mod management and safety. Call the right plays!

Coaching Staff

SLAM DUNK: FINDING SAVINGS IN AN AGGRAVATED INEQUITY: Anna Evans, ACA, CWC, PHR, is Executive Vice President & Managing Claims Consultant with Insurance Management Consultancy Group.

INSIDE THE COVID PAINT: A LEGISLATIVE AND LEGAL UPDATE: David H. Roos with Henderson, Franklin, Starnes and Holt, P.A., serves as Chair of the firm's Workers' Compensation Division. He represents insurance carriers, third party administrators and employers in the defense of workers' compensation claims.

ROAD GAME: ROLE OF CARRIER IN A WC CLAIM: Gabriel Marquez is a Senior Agency Executive with Summit Consulting, Inc. where he oversees new business & renewal marketing & drives a service model to exceed customer expectations.

TECHNICAL FOUL: Ben McManaway owner & CEO with Leading Edge Safety Group provides safety management for a diverse industry of clients through practical advice & practical solutions.



Every month, Southwest Florida's Claims Management Concierge, Insurance Management Consultancy Group, hosts a strategy-inspired learning series — Xceleration — where multi-industry leaders share their best business practices in the most transparent ways, helping their peers garner results-driven success.

DATE

March 17, 2021

TIME

Registration 7:30 a.m.
Event 8 a.m. to 10 a.m.

LOCATION

Cypress Lake Golf Club
6767 Winkler Road
Fort Myers, FL 33919

COST

Tickets are \$25 *Net proceeds will be donated to Haven of Hope for worldwide orphan care (Fort Myers Chapter)*

CE CREDITS

This course is approved through the Society of Human Resource Management

(SHRM) for 2.0 senior continuing education credits.

To enroll, click on link below:

www.eventbrite.com/e/march-modness-tickets-141026543187

Please note, space is limited, due to social distancing.

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