

How Knowledge Creates Value

Lowering Workers Compensation Premium
by \$87,000 through claims control and
identification of new insurance carrier



Social Services – Not For Profit

Challenge:

This large, 150 employee local agency had been told by their insurance broker that AIG was the only Workers Comp carrier that would insure them because their operations were “high risk” and their WC claims were uncontrollable.

Their WC Experience Mod was 1.30 and AIG had issued their policy on a “Consent to Rate” basis, charging much more than was warranted. The Workers’ Comp cost was wrecking the budget year after year.

Our Solution:

With the leadership’s input and permission, M. E. Wilson launched an action plan.

1. We performed a Workers’ Comp Claims Review to understand exactly the source of their claims.
2. We completed a thorough Loss Control Inspection of their premises and operations.
3. We interviewed leadership and front line employees to establish claims trending and patterns.
4. We wrote a detailed Risk Management and Safety Plan with a specific implementation timeline.
5. Together we explained their plan to a new insurer demonstrating their commitment to safety improvement.
6. The new carrier decided to quote their coverage at standard rates lowering their cost by 26%.
7. Within two years their Debit Modification became a **Credit Modification** and lowered their premium by another \$87,000.

Our Difference:

Our Risk Management Team consisting of claims and safety professionals, created a plan to mitigate past claims and stop future claims. Our placement team then sold this to an aggressive carrier who significantly lowered our clients cost.

