

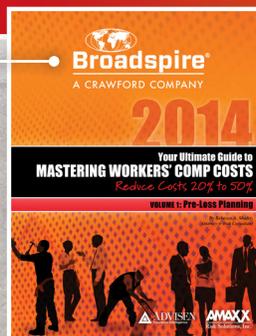
Reduce Your Costs 20-50%

Workers' Comp is a JUMBO Problem:

THE #1 SELLING COST CONTAINMENT BOOK for workers' compensation is a two volume guide to address Pre-Loss Planning and Post-Loss Implementation. These guidebooks review how to assess your workers' compensation program, design the most cost-impacting strategy, roll-out comprehensive changes to your organization, and manage and monitor your program going forward.

For employers, brokers, insurance companies, agents and service providers to use for their clients, the book features the following...

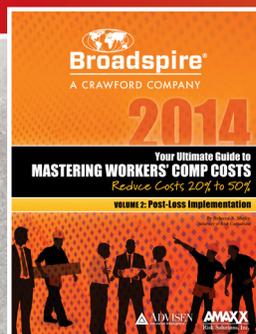
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Volume 1

VOLUME 1: Pre-Loss Planning

- **Chapter 1:** Workers' Compensation Insurance
- **Chapter 2:** Fundamentals of Cost Containment
- **Chapter 3:** Training and Building Commitment
- **Chapter 4:** Injury Management Best Practices Roles and Responsibilities
- **Chapter 5:** Reporting the Claim
- **Chapter 6:** Post-Injury Response Procedure
- **Chapter 7:** Communication with Employees
- **Chapter 8:** Working with Your Insurance Adjusters or TPA
- **Chapter 9:** Safety and Loss Control
- **Chapter 10:** Wellness Programs



Volume 2

VOLUME 2: Post-Loss Implementation

- **Chapter 11:** Return to Work and Transitional Duty
- **Chapter 12:** Other Indemnity Cost Containment Methods
- **Chapter 13:** Directing Medical Care
- **Chapter 14:** Medical Cost Containment
- **Chapter 15:** Fighting Fraud and Abuse
- **Chapter 16:** Rehabilitating the Injured Employee
- **Chapter 17:** Managing Prescription Drug Use and Abuse
- **Chapter 18:** Claims Resolution and Settlements
- **Chapter 19:** Federal Employees Compensation Act
- **Appendix A:** Glossary of Abbreviations
- **Appendix B:** Documents Referenced in Book



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What people are saying about this guide.

“The role of the employer in its workers’ comp claims has never been so thoroughly and clearly explained. As a desk reference, it is invaluable. It is one of the tools that should never be out of reach for a risk manager. Direct employer involvement with claims in the first weeks is the difference between success and failure. This manual will guide the conscientious employer through the pitfalls.”

—**T. Ronca,**
Workers’ Compensation
Defense Attorney,
Long Island, NY

“This book is exactly what we needed to compliment Arthur J. Gallagher’s results oriented Loss Control services for our clients with high workers’ compensation costs. It helps guide them through the complex process of gaining management commitment for a workers’ compensation cost reduction program. The suggestions for implementing transitional duty, communicating with employees, and reducing fraudulent claims are right on target. It provides suggested procedures that are customizable for any work place. Clients appreciated that we gave them such a useful tool to reduce their workers’ comp costs.”

—**R.F. Walker,**
Arthur J. Gallagher
Risk Management
Services, NY

“The Safety Director at our company is using the book as an outline of claims management, workers’ compensation and safety. He is using specific chapters for training the supervisors at our company. He’s using it like a textbook; it is useful in working with the supervisors who they are getting more involved in the claims process moving forward.”

—**Business Owner,**
Rochester, NY



**Stomp Out High Workers’
Comp Costs Today!**