

# How You Can Reduce Skyrocketing Workers' Compensation Premiums

**NEW DATE: Wednesday, June 14, 2017 • 11:00 am – 12:00 pm**

Over the past four years, Workers' Compensation premiums for home health care workers have more than doubled in New York. These rising costs are a heavy burden for your agency, and can impact the future delivery of patient care. In this webinar, learn why the cost of Workers' Compensation for home health care agencies is skyrocketing and learn proven strategies that can dramatically reduce premium costs.

Presented by Workers' Compensation industry experts, this program will demonstrate Workers' Compensation strategies that should be enacted before, during, and after an incident occurs.

## Program Objectives:

- Understand the unique challenges of the home health care industry
- Improve your bottom line through proven strategies
- Learn how to implement safety as the solution
- Review claims best practices
- See how to prevent fraud
- Learn everything you want to know, or not, about your audit
- Understand your experience modification and how it affects your premium

## Who Should Attend

CEOs, CFOs, Human Resource, Executive Directors, Supervisors, Operation and Risk Managers, Staff Members

## Webinar Pricing

**HCP Chapter Members: \$149**

**HCP Members: \$159**

**Non-Members: \$259**

**Complete the attached registration form and return with your payment, or register online at [www.chcfoundation.org](http://www.chcfoundation.org).**

## Presented by:

**Ray Sullivan, Safety Specialist, The Friedlander Group**, has 17 years of experience in loss control and workplace safety. Ray assists clients with all areas of safety program implementation including facility inspections, establishment of safety committees, educating management on hazards and controls, and training staff on proper techniques to prevent injuries.

**Theresa Pico, Claims Manager, The Friedlander Group**, has 12 years of experience in claims. Theresa manages the Claims Solutions team which is made up of nine Claims Solution Advisors and three Assistants. The team acts as the outsourced Claims Administrator and manages claims from the time they are reported until they are closed, resulting in thousands of clients being able to reduce their Workers' Compensation costs.

**Cecelia Cospito, Audit Specialist, The Friedlander Group**, has 26 years' experience in the Worker's Compensation insurance industry. She began her career at the New York Compensation Insurance and was Manager of Underwriting Services during her 17 years at the Board. She left the Rating Board in 2008 to work for a broker and pursue a new career in reviewing Workers' Compensation audits. Cecelia has continued to work in this field and has expert knowledge of Worker's Compensation insurance class codes, underwriting and audit practices. She has been working as an Audit Specialist at the Friedlander Group since June 2015.

**Joseph P. Fasciglione, Assistant Vice President of Underwriting**, has over 20 years of experience in the field of Workers' Compensation underwriting. Joe's expertise includes classifications, experience modifications and pricing. With his excellent carrier relationships, Joe is able to secure the most cost effective programs for his clients. Over the years, Joe has handled some of New York State's largest policyholders.

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*Price includes ONE connection.  
Additional fees will be charged for multiple log-in connections.*

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Fee includes program tuition and downloadable materials. Log-in instructions will be emailed.

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2<sup>nd</sup> Floor  
Albany, NY 12211**

#### FAX with credit card payment to:

**518.463.1606**

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