VIRTUAL LUNCH
January 20, 2021

Thanks for joining us a few minutes early.

We will start promptly at Noon!

SAFETY THROUGH EFFECTIVE LEADERSHIP

… a conversation with

Javier Rivera, Moody Insurance Agency

To earn your CIU's you must stay on this webinar the full time and answer the final poll question at the end. Thank you!

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Thank you!

Developed by: Javier Rivera, CRM

THE INSURANCE ACADEMY

1. Researching solutions to the problem at hand. (increased claims, loss of productivity, unsafe environment, etc…)

2. Determining costs/Calculating ROI

3. Present options to leadership

4. Piloting solutions (Prove or disprove effectiveness of solution)

5. Present results of pilot to leadership

This process is not necessary for all safety solutions, but any solution with significant cost or may lead to a loss of production should have a full cost justification. No different than a procedural change in operation or change in materials used.

What is your role within your organization?

1. Owner/Sr. Leadership

2. Superintendent/Foreman/ Project Manager

3. Safety Manager

4. Other

Research Solutions

Solving a problem is the basis for any research. In this case we are trying to solve a problem of an increase in falls from roofs or associated near misses.
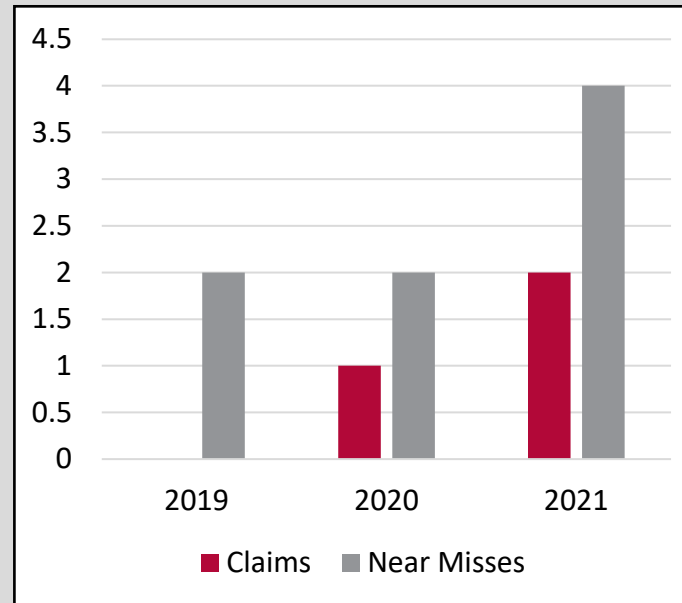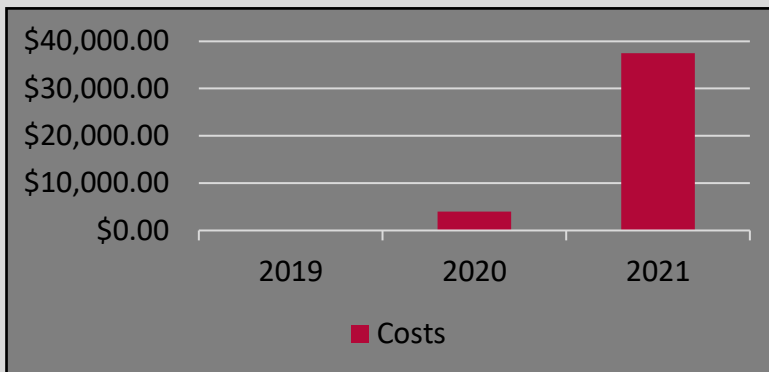
Data:

We always start with data associated with the problem.

Fall incidents (claims and near misses)

2021 – 2 claims and 4 near misses, total cost $37,500

2020 - 1 claims and 2 near misses, total cost $19,000

2019 - 0 claims and 2 near misses, total cost $4,000

Not every solution will work, no matter how well thought out!
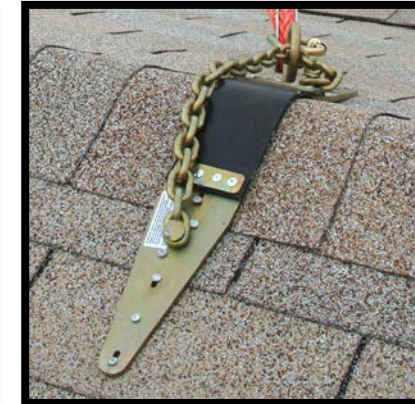
How do I find solutions?

Network, Internet, OSHA, Industry Publications

Provide multiple solution (2-3)

1. Railing

2. Anchors

3. If we are already using one of these methods and are still having incidents – Revamp training and training frequency, increase field auditing.

Determining Costs/Calculating ROI

- *All costs must be accounted for to determine ROI and/or cost of solution.*

- **Costs:**

- Time (Training, Loss or increase in productivity)

- Materials

- Estimated reduction in incidents and associated costs

What % of revenue do you spend on safety?

1. 0 – 10%

2. 11 – 20%

3. More than 20%

4. Honestly don't know!

Present Options To Leadership

Presenting options effectively is important to support research completed!

Presentation

- Summary of research

- Piloting costs

- Timeline

- Desired outcome
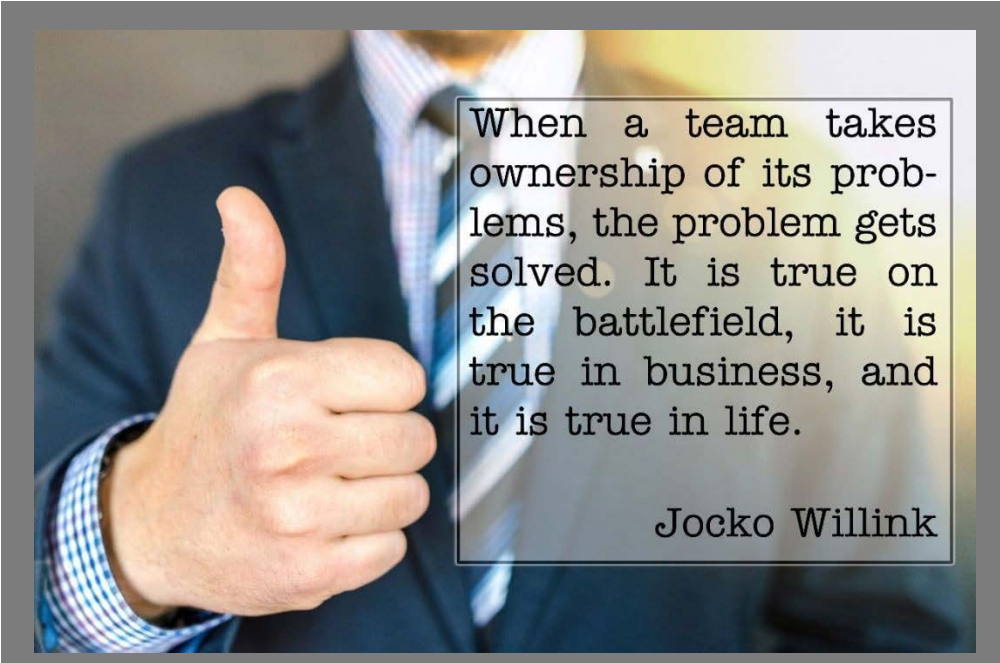
WHY IS A PILOT IMPORTANT?

Pilot Solution

- **Piloting can prove or disprove the effectiveness of a solution on a smaller and less expensive scale.**

- **Pilot analysis must be objective** (Not influenced by personal feelings or opinions in considering and representing facts.)

- **Pilot data should be presented regardless of results.**

Present Results of Pilot To Leadership

- Pilot data should be scaled to reflect full scale results.
- Send data results and pilot summary to leadership in advance. Leadership must be given time to review material, formulate questions, and make educated decision of a potential full-scale rollout.
- Review your own data and pilot results and prepare answers for likely questions. If possible, ask for leadership feedback prior to final presentation.
- Respect leadership decision on the solution, there is more considerations at play than you may be aware of!

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MOODY
INSURANCE AGENCY

When a team takes ownership of its prob-lems, the problem gets solved. It is true on the battlefield, it is true in business, and it is true in life.

Jocko Willink

- #1 Question – Did we solve the problem?

- We learn a lot from failures!

- Providing multiple solutions at the onset provides us an opportunity to pivot to another solution if the data or pilot results are unfavorable.

- If solutions presented are not effective, start over, use your network, find alternatives. There is a solution to every problem.
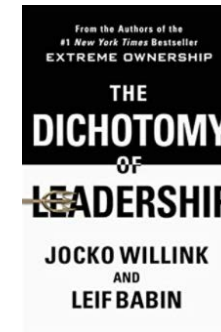
Questions

Contact Info

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Final comments:

★ Thank you Javier!

★ A survey will be sent after the seminar, please take the time to respond. Your feedback helps us plan future webinars and seminars.

★ Thank you for staying on the webinar the full time.

★ **Please answer this final question to earn your CIUs.** Then, you are free to hop off and end your session.

Thank You for attending!