

THE WORKCOMP WORKSHOP™ 2 DAY CURRICULUM CONTENT

Session #	Title	Goals & Objectives
1	Welcome and Overview	Provide an overview of the WorkComp WorkShop and objectives to be accomplished.
2	The DAPPER Process™ The Transition from Transactional Selling to Developing Consultative Relationships	Develop a common starting place for participants by discussing various sales processes and their features, benefits and pitfalls. Introduce participants to our proprietary sales process: The DAPPER Process™
3	The AIM Experience Modification Process	Participants will learn how to assess and verify an employer's Experience Mod for accuracy as well as how to utilize ModMaster™ reports to illuminate the costs associated with an unmanaged Mod
4	The P3 Premium Audit Process	Participants will learn how to properly teach and employer how to Prepare, Package and Present the Premium Audit to an Auditor as well as how to leverage this capability in the sales process either for fee or as part of the services they offer to prospective clients.
5	The PSP Process for Managing Injuries	Participants will learn the Primary and Secondary strategies necessary to reduce the number, cost and duration of employee injuries as well as how to leverage this knowledge in the sales process.
6	Additional Levels of Learning	Participants will learn how to successfully assess employer's exposure to federal acts as well how to leverage this knowledge in the sales process.
7	Benefits Triangulation	Participants will learn why many employers are at risk when proper coordination of WC & ADA, COBRA, FMLA does not occur. Participants will learn how to assess a client's potential exposure as well as how to address this critical issue.

FACILITATION: The WorkComp WorkShop™ training program is offered to members either at one of our (2) day public workshops or can be customized to be facilitated on-site at their agency.

NOTE: Participants of The WorkComp WorkShop™ will have the opportunity to earn their Professional Workers' Compensation Advisor (PWCA) designation at the completion of program. To earn the PWCA Designation, participants will need to successfully complete a (50) question Skills Validation test as well as (3) Case Studies to demonstrate their ability to apply the knowledge gained.