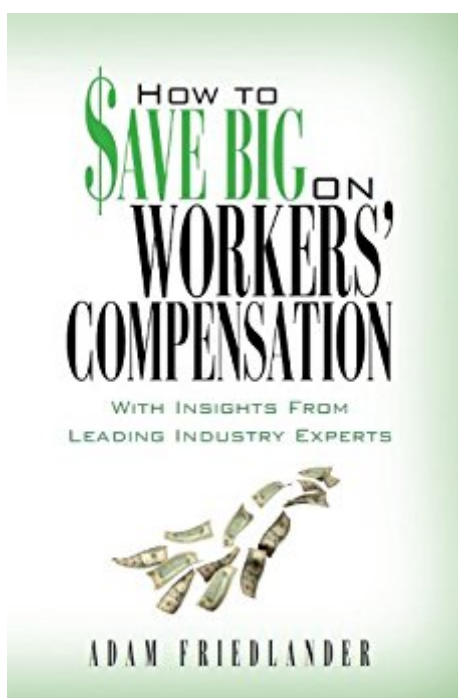


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# How To Save Big On Workers' Compensation: With Insights From Leading Industry Experts



## Synopsis

Featuring insightful, actionable and proven cost-saving ideas, *How To Save Big On Workers' Compensation* shows how employers can maximize productivity and profits through safety and a culture of caring. This essential guide discusses the strategies that saved a quarter of a billion dollars. This easy-to-read book includes exclusive interviews with leading industry experts. The experts include Larry LaPointe, former director of the Division of Confidential Investigations at the New York State Insurance Fund (NYSIF); Ed Hiller, director of Claims and Medical Operations for NYSIF; Brian Mittman, the managing partner of Markhoff & Mittman, a law firm helping injured workers; Robert Firmbach, a veteran loss-control and safety expert; Eileen Preiato, the Friedlander Claims Solution manager; and Cosmo Preiato, executive vice president of Friedlander Group and leader of Safety Group Underwriting and Operations. "I've known Adam for 15 years. During my time as CEO of the New York State Insurance Fund, Adam always displayed a keen insight into the intricate workings of the state compensation system. He is a true comp professional who understands the needs of the system's stakeholders; policyholders, associations, injured workers and policy makers. His primer is a must read for those involved in our industry. Ken Ross, CEO/President, Pinnacle Assurance "How to Save Big on Workers' Compensation is interesting, informative and a must read book. Adam uses his vast knowledge, candid insights including interviews with true experts in workers' compensation to discuss issues related to fraud, claims, safety and loss control. The book focuses on safety prevention as a major linchpin of effective cost control resulting in lowering premium costs. The reader should benefit from this unique review of important issues." Donald T. DeCarlo, J.D. CEO AMCOMP, Commissioner of New York State Insurance Fund, 1997-2009 "Adam offers a number of key concepts - such as management-employee relations and a culture of caring - that are very straight forward and really work to control workers' compensation costs. His interviews with industry experts deliver the information in an easy-to-understand, real-world style. This is a great book for virtually every American business." Dennis Otmaskin, CPCU Regional President, Northeast & Mid-Atlantic Harleysville Group "Through a compendium of interviews with knowledgeable professionals, the book enlightens the employer as to how and why it is vitally important to encourage claimants to return to work as quickly as possible. I found it to be a riveting book, presented in a manner that every employer would clearly enjoy reading and would cut the cost to his bottom line. This should be considered a training manual because it highlights the various pitfalls and how they can impact any business lacking the understanding which the book imparts with such ease and clarity. This is also a worthwhile book for every Insurance Broker to read and present to every business client. It presents

a powerful bit of knowledge in just 152 pages. Good job!" Arthur Natter, former broker and NYSIF retiree

## Book Information

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## Customer Reviews

I bought this book so that I could better explain why creating a culture of caring is so important for employee retention, return to work efforts and overall employee/employer relationship satisfaction. Whether you are experienced in workers compensation or a novice wanting to learn more, you will gain valuable insight from this read. I encourage clients and business owners to purchase it so they can better understand the art of cost containment and how to make it happen effectively.

Really a high level of focus on the rules and process in New York. Fortunetly, or unfortunately in this case, we don't all live or work in New York. Enjoyed the safety professional chapter.

This book is a "must read" for any employer interested in reducing his business expenses or anyone involved in workers' compensation insurance. The writing style is illustrative and direct, with several

insightful interviews alliterating the essential truths about workers' compensation. This is an enjoyable book that reads like a captivating novel!

I was quite disappointed that this was written as though it was a term paper for school and not a book. Just something the author paid a company to put this book together and sold on . I'm finding a lot of books like this that don't get printed through well known publishers. They are just self-published books being sold here unknown to the purchaser until they receive this in the mail. There was nothing in it to use for my job in HR at my company. There should be an indicator on these sales to let the purchaser know that these are self-published and not have people waste their hard-earned money on something that they could write themselves. Save your money and look for the reviews before buying anything from an "author" whose name sounds unfamiliar.

Good info for begginers

"How to Save Big Money on Workers' Compensation is a great book and well worth your time to read. The insights covered have been proven to lower the Work Comp costs of employers who will embrace them. I particularly liked the legal answers to questions that can help employers avoid lawsuits. Another book that answers legal questions is "Accidents Waiting to Happen".  
Accidents Waiting to Happen: Best Practices in Workers' Comp Administration and Protecting Corporate Profitability - A Step-By-Step Guide for Busin

This is a great book for anyone trying to learn more about Workers' Compensation, it is well worth the time to read.

Adam has written a very easy to read "how to" book on lowering the overall cost of insurance. Not only does he give great tips on this, he also points out that it all starts with caring about your employees. He makes the point that if you do this, the rest should come naturally to the businessowner. I thought the Chapter on Experience Modifications was most enlightening and will be sharing with my clients.Thanks Adam, well done!BOB

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