

# Did You Know?

When you place your business with a Certified WorkComp Advisor you are stepping up to an advanced insurance business consultant process. CWCA's receive additional training specific to the Workers' Compensation industry that enables them to fully understand the errors that commonly occur and the processes that should be implemented to keep you from losing money. They clearly have a better understanding of the insurance industry and are in the best position to advise you on your total insurance issues. Below are actual examples how CWCA's have found, fixed errors and returned money to employers!



## Finding and Fixing Audit Errors

A demolition company specializing in interior non-structural demolition with 100 employees performs work in three states. The CECA determined that though the company paid premium for payroll in each state, the resident state was charging a premium for all employees regardless of state of employment. The CWCA carefully documented the facts and presented the findings to the Insurance Fund who revised the premium in favor of the client. The result was a return in premium of over \$36,000



## Driving your Experience Modification to a Minimum

A grading contractor with 42 employees had been with the same broker for 21 years and had a 1.4 experience mod. The CWCA's review found a number of errors, including several high reserves on the mod Worksheet for claims that had been closed for two years. The CWCA's findings were reviewed by the rating board who agreed and reduced the experience mod by 17 points. As a result, the experience mod dropped to 1.23 with an annual cost reduction of \$11,050



## Anatomy of a Claim

A contract hauler that services major building supply companies in 11 states has a WC premium of \$140,000 and an experience mod of .96. The CWCA launched a claim review that showed two claims were fraudulent and quickly closed without payment and two other claims with high reserves were reduced by 75%. The CWCA was able to influence the claim outcome and reduce the company's annual premium from \$140,000 to \$90,000 and an all-time low experience mod of .67.

**IMPACT**  
WORKCOMP

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**CWCAS ARE TRAINED AND CERTIFIED BY THE INSTITUTE OF WORKCOMP PROFESSIONALS (IWCP).**

**But it doesn't stop there. The IWCP supports its community of Certified WorkComp Professionals with a knowledge base of experienced industry leaders.** When you see these four letters – CWCA – you can be sure you're working with an insurance professional who has taken the extra step to bring extra value to your company.