



Searching for certainty in an uncertain market

Delivering value to your clients through risk management

May 18, 2023

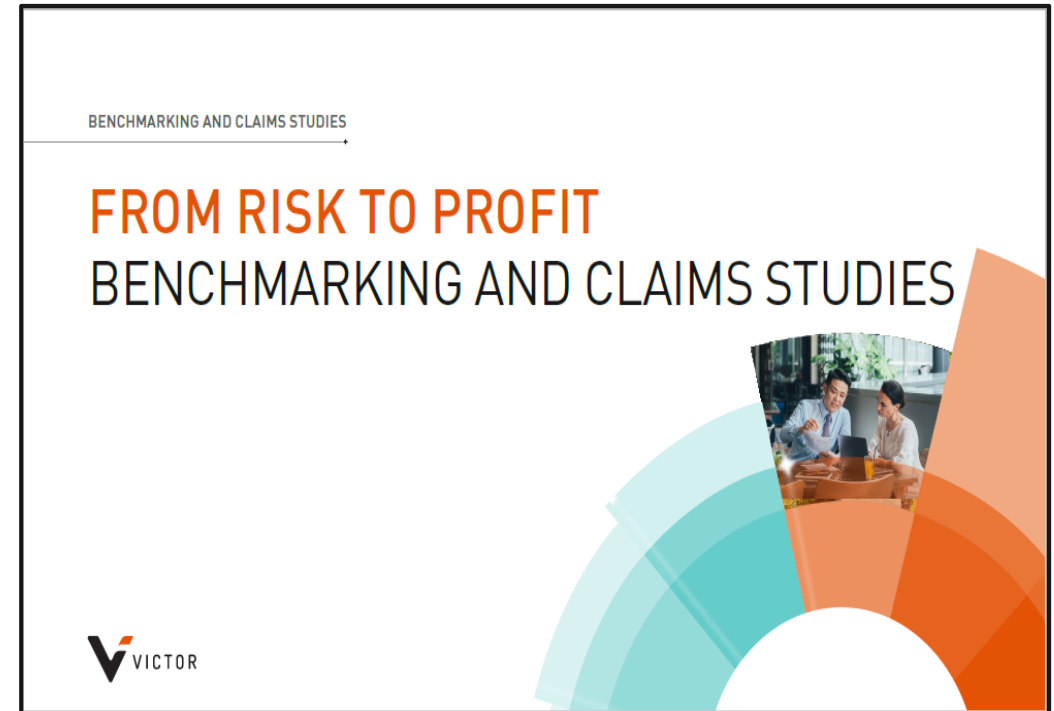
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Finding connections for your clients to profit

Benchmarking defined: Benefits for your clients

- Tool to analyze and translate claims data into knowledge.
- Connects you to the client regardless of the 'buyer'.
- Knowledge can be used by your clients to evaluate performance, make business decisions and improve their practices.



How to use this publication

Benchmarking defined: Benefits for your clients

- Why is benchmarking and claims studies important?
- Why this publication important to your clients?
- Why this publication important to your agency and building a reputation of partnership and solutions?



Industry trends and emerging issues

- One of the most important attributes of a professional education, and running a successful design firm, is the ability to apply lessons learned to new situations.



Evaluating your clients' risks

- The client
- The project
- Consultants
- Contractor
- Other parties
- Fees
- Your clients / their firms
- Contracts

Linking our information to claims examples and risk management solutions for your client



Expanding our platform providing client solutions

On time continuing education

Victor provides a wide range of resources through Victor Risk Advisory that can be used to help firms identify and manage risk. **Victor Risk Advisory is the hub of our Design & Construction program's comprehensive continuing education program.** The e-learning education component provides accredited coursework on risk management topics for design professionals of all types and design firms of all sizes. In addition, the courses have been packaged to address the learning needs of these four roles within a firm:

1. Associate
2. Project design professional
3. Project manager
4. Senior manager

Each role has a dedicated curriculum with accredited learning units that can be completed in a timeframe designated by firm leadership. Courses are accredited by national and state regulatory bodies to meet CE/PDH requirements. Any and all courses included within the Victor recommended curricula can be accessed and used individually as firms see fit.

Expanding our platform providing client solutions

Showing value through savings and differentiation

Firms spend considerable time, money and resources defending and managing claims. Firms can reduce these costs and mitigate their risks with Victor Risk Advisory. It was created in response to requests from our insureds that embedding stronger risk management practices into firm culture was challenging and an easy solution was needed. **Victor Risk Advisory responds to this need by helping firms:**

- Reduce the cost and effort of providing risk management training to employees
- Expedite onboarding/training for new employees
- Offer on-demand educational platform
- Support employees' needs to optimize tracking and reporting of CE credits
- Avoid and mitigate liability claims
- Improve project efficiency, performance, and client satisfaction
- Maintain a strong financial outlook by managing emerging business risks
- Optimize strategic planning with sound risk management protocols
- Protect reputation and brand

Expanding our platform providing client solutions

Showing value through savings and differentiation

Victor Risk Advisory can help firms save money in various ways:

- \$2,300 continuing education savings: up to \$2,300 per licensed employee in course offerings, plus savings on time, travel, and related expenses.
- Potential premium savings* for firms with less than \$5 million in annual billings (*savings will vary depending on state).
- Long-term savings: embedded risk management culture will lead to fewer claims and long-term premium stability.



Next steps

- Updating for claims and program information through 2021.
- Available by the end of May, 2023.
- Find a few pieces to focus with your point of contact – build your trust more broadly with the firm.





Thank you



This document is for illustrative purposes only and is not a contract. It is intended to provide a general overview of the program described. Please remember only the insurance policy can give actual terms, coverage, amounts, conditions and exclusions. Program availability and coverage are subject to individual underwriting criteria.

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