

# WORKPLACE INJURIES HAVE MANY HIDDEN COSTS

An iceberg floating in the ocean, with a small portion visible above the water and a much larger, jagged portion submerged below. The image is monochromatic in shades of blue and white, symbolizing hidden costs.

## YOUR INSURANCE PREMIUM COVERS:

- Medical payments
- Lost wages

## INDIRECT COSTS PAID BY YOU:

- Downtime
- Hiring costs
- Loss of production
- Cost of temporary help
- Training a substitute worker
- Supervisor time to investigate
- Damage to tools and equipment
- Overtime to make up production
- Failure to meet deadlines/fill orders
- Poor efficiency due to break-up of crew

**encova**  
INSURANCE

[encova.com](http://encova.com)

# WORKERS' COMPENSATION SAFETY AND LOSS CONTROL STRATEGY

**Eliminating workplace injuries and reducing your cost of doing business is the core of what we do for our workers' compensation policyholders.**

We do this through our Encova Insurance 360° business model. This is our hands-on approach that creates individualized solutions to revolve around our insured's business, focusing on improving workplace safety to eliminate injuries, driving down cost of claims that do occur and, ultimately, reducing their total cost of risk.

Encova is able to provide resources at no additional cost, a level of superior solutions and service that no other company can match. How do we accomplish this?

## ROADMAP TO SAFETY SUCCESS

When implemented, this roadmap illustrates the cultural development necessary to create a safer workplace and reduce workers' compensation costs.

There are six primary points on the roadmap; these highlight the key components of an active safety program.

## SUPPLEMENTAL RESOURCES

We want to help our insureds take ownership of their safety and loss control program. Part of this involves empowering our customers to utilize resources on their own; examples include our online library of safety training videos and SafetySource, a site dedicated to safety materials (programs, policies, procedures, trainings, etc.).

One benefit of these resources is the constant availability. Our customers may find time to work on their safety programs outside of normal business hours; as such, we may not always be available for questions or to offer suggestions. These resources are available 24/7, at no additional charge, to facilitate immediate implementation.

## PARTNERSHIP AND STEWARDSHIP PLANS

These plans are a commitment to the insured's improvement. The agent, insured and Encova collaborate to set goals for all parties, monitor completion and report on the impact.

These multi-disciplinary plans allow everyone to follow through on their commitment during the year, helping to better manage and achieve the overall goals.

## TEAM EVALUATION AND ANALYSIS

No matter the industry, size or location, there are key concepts central to all safety policies. Our safety and loss control consultants begin with these in order to get a baseline for our insured's company and worksite(s).

Based on our observations and interactions with the client, our team can create individualized solutions to meet specific company and industry needs.

