

Risk Management

...what's the real value?

Putting a Price Tag on Risk Management Services

As a Schinnerer and CNA policyholder, you receive many of our risk management services at no extra cost to you. And taking advantage of these services saves your firm money. We developed a comparative cost analysis—based on estimated costs of purchasing these services from other commercial providers—to show you three ways you save by insuring with us.

1 With multiple delivery methods and a wealth of topics, Schinnerer has a **seminar** for you. Our telenars and webinars get you live access to the experts. Our regional seminar series—formulated yearly to address current issues—can save your firm \$150 per person. And our customizable in-house seminars, available to our larger clients, bring tremendous value.

Seminars	Commercial Value
In-House Seminars (2.5 hrs)	\$125 per person
Regional Seminar Cost: \$50	\$200 per person Savings: \$150
Webinars	\$75 per person

2 Our **publications** form the backbone of our services. From contract language guides to communication strategies, our booklets help you manage not only your risks, but also your whole practice.

Printed Publications	Commercial Value
Concepts in Risk Management	\$35
Surveyor's Contracts and Risk Management Manual	\$30
Proceedings from AMIA	\$150
From Risk to Profit: Benchmarking and Claims Studies	\$150

3 Take advantage of Schinnerer's information and resources for continuing education. Since 1998, the **VEP** has been a resource for thousands of design professionals on how to respond to and control the various sources of risk inherent in their practice. With 13 modules, a design firm can use this publication—coupled with registering the firm as a CE provider with the AIA—and save thousands of dollars over commercial providers. And it's available whenever, or wherever, you need it.

VEP	Commercial Value
Each Module	\$150 per person
Level I	\$1050 per person
Level II	\$900 per person
All VEP	\$1950 per person
20 people complete the VEP	\$39,000
50 people complete the VEP	\$97,500

And that's just the beginning

In addition to the value you receive from printed publications, seminars, and VEP, your firm will receive several other services, including *Guidelines for Improving Practice*, our bi-monthly newsletter to keep you up-to-date on emerging issues. You'll also receive *Managing Risk through Contract Language*, our guide to creating contracts that keep you out of trouble. Add to that an online library full of articles on topics like indemnification provisions and you've got a program that's packed with value.

For more information on risk management services available from Schinnerer, visit our website, www.PlanetRiskManagement.com, or speak with your broker.

