

AFFINITY PARTNER EDUCATION PROGRAMS

A Lasting Legacy

Planning for a time when you're no longer running your business can be overwhelming. Let Federated Insurance help you get started. Join us for a business succession and estate planning conversation. We will discuss how you can avoid frustration, taxation, and litigation when the time comes to exit your business. Gain some peace of mind by learning the basics of business succession and estate planning.

Beware Auto Fraud Schemes

No dealer wants to be the victim of a fraudster. From individual thieves to organized crime rings, this discussion will focus on what trends are happening in dealerships to cause loss of unwanted inventory, disruption, and headache. We will offer some best practices we have learned from dealers to help avoid these unfortunate situations.

Disaster Planning

The cornerstone of every strong risk management plan is preparing for unexpected events, such as fires, severe weather, losses of key staff members, power outages, and more. Disaster Planning will focus on steps a business should take to help expedite recovery and resume serving customers as quickly as possible. This presentation covers operations, employees, key contacts, IT resources, finances, and more as essential considerations for a proper plan.

Distracted Driving – What Is Important to You?

Not only is distracted driving a serious problem, it's an epidemic. With each new mobile device, the potential for behind-the-wheel distractions increase and so does your business's exposure to risk. This discussion will address how to implement a mobile device/driving policy at your company, educate your employees on this hazard, and introduce you to technology solutions that can aid you in restricting mobile phone use in vehicles. It's up to each of us to make ending distracted driving a priority. The lives of those who are important to us may depend on it.

Drive S.A.F.E.R

Driving crashes and fatalities need to be addressed. Both are at an all-time high in the U.S.! This discussion focuses on the reinforcement of S.A.F.E. driving, specifically how Speed, Attention, Fatigue, and Emotion can be managed effectively so your company drivers can return safely home from work each day to their loved ones. Be prepared to discuss actions that can make a positive difference to your business and your drivers.

Employment-Related Liability

Surrounding employment issues can be daunting. This message is directed toward owners, managers, and human resources personnel, and offers methods to help avoid the pitfalls of employment actions. It specifically reviews necessary documentation, hiring practices, and termination procedures. It also includes additional available resources and tips for avoiding litigation.

Funeral Services: Loss Exposures and Risk Management

There are many procedures in the funeral industry that are large sources of risk exposure and liability. Join us as we discuss common policy exclusions, cremation risks, mistakes, claims examples, general training guidance, as well as other loss exposures and risk management practices.

Hire, Retain, and Develop Future Leaders

One good hire today could become a great leader tomorrow. This presentation will address hiring and retaining employees, and will examine how to help them develop into future leaders to better position your organization to have well-trained, experienced people in key positions. Managing the succession of talent is a vital strategic process that can minimize gaps in leadership and enable your best people to develop the skills necessary for possible future roles.

Insurance Claims & Coverages

You have insurance, but are you covered? Insurance is complex and can be confusing. This discussion focuses on common coverage concerns and factors that affect business insurance premiums. Attendees will leave with a better understanding of how they can take control of their insurance and risk management programs, which in turn may help reduce future costs.

Investing in Your Business

Every business has long-term goals. In order to achieve those goals, two things need to happen: retain your key employees and have an exit strategy. Entrepreneurs have built their businesses through hard work and sacrifice. These owners deserve a great exit package, and a great exit package means knowing what your business is worth. This presentation will focus on rewarding key employees as well as price and common business valuation mistakes.

Managing Workers Compensation

On-the-job injuries affect not only the injured employee, but the business and the employee's family as well. This session provides a condensed view of the complex and frustrating aspects of workers compensation, with a goal of positioning your business to properly leverage those concepts. This presentation shares business best practices, and presents Federated's unique views as one of the largest mutual insurance carriers in the country. We will share our experience delivering workers compensation managed care.

Managing Your Cyber Risk

Cyber-crime is one of the fastest growing and most dynamic exposure in business today. Hardly a day goes by that we don't hear about a security break or incident involving the loss of sensitive data to hackers. We will discuss several layers of risk management that will help reduce a business's exposure as well as coverage options available to transfer the risk to an insurance carrier.

Protecting Your Business: You Hold the Keys

Auto crashes continue to wreak havoc on our nation's roads and, subsequently, in our courtrooms. The impact of an auto crash can be life-changing and business-altering. This discussion will focus on key risk management strategies to best protect both your business and employees. Complimentary resources will be provided.

Risk Managing Your Fleet

Automotive crashes continue to be a large exposure for all types of businesses. Vehicle crashes, fatalities, and distracted driving are a serious problem. With more drivers – and their mobile devices – on the road every day, the potential for behind-the-wheel distractions increases, and so does your business's exposure to this risk. This presentation will address leadership strategies to impact employee driving behavior and ideas for implementing a mobile device/driving policy. It will also introduce you to technology tools to aid in restricting mobile phone use in vehicles – such as the Federated DriveSAFESM telematics app. Be prepared to discuss actions that can make a positive difference to your business and your employees.

Screening, Hiring, and Retaining Employees

A company's hiring and employee retention practices communicate a lot about its culture. Many employers agree that bringing qualified applicants into their business is one of their primary challenges, and today's competitive employment market can make it even harder to land top talent. This discussion focuses on ways to find quality applicants in your industry, establish strong and consistent hiring practices, and reinforces the value of continuous recruiting and employee retention to distinguish you as an "employer of choice."

Surety Made Simple

Whether you're currently using bonded work to grow your business, or are interested in exploring bonded work, this seminar will help you understand the opportunities and exposures of bonded work. The process of qualifying for and utilizing construction bonds to grow your business isn't as complicated as you might believe. We'll explain in a simple and transparent manner the three keys to an effective working, and mutually beneficial, relationship with your surety. We will also explain different types of bonds, along with the obligations and exposures of each. The characteristics of successful contractors to help you benchmark your own business will be examined as well. Lastly, you'll learn how to negotiate with your surety to best position your business in this arena. We make surety simple.

Tanker Rollover – The Point of No Return

When tanker rollover accidents happen, lives are often changed forever. Loss of stability, load shift, and driver error are regular contributors to rollovers, making frequent safety reminders to company drivers important. This discussion will focus on the principles of S.A.F.E. driving and include support resources to help increase driver awareness of this problem. Be prepared to decide how to offer solutions for your drivers to help ensure they arrive at their destination safely each day.

Triple Protection Plan

Have you ever lost a promising employee? If you have, you know the costs related to turnover are high and getting higher as jobs become more specialized. Rewarding key employees and letting them know how important they are to your business could mean the difference between keeping or losing a valued employee. But, to do that, you need benefits that work well, both short- and long-term. During this session, learn about the triple protection option approach that your peers are using successfully to recruit and train top talent.

Working with Subcontractors

Do you want to get the job done right, but need a little outside help? From judging the qualifications and work history of your prospective partners to identifying your bonding options to ensuring safety on the worksite, learn how to take some of the uncertainty out of working with subcontractors while positioning yourself for success.

It's Our Business to Protect Yours



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Federated Life Insurance Company • Federated Reserve Insurance Company* • Granite Re, Inc.*†

*Not licensed in all states. †Granite Re, Inc. conducts business in California as Granite Surety Insurance Company.
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