

## Seminar: High Cost Claims

(Applying the “80/20 Rule”)



National business consultant Kristine McCardle strives to provide employers the leg up on workers' compensation issues. Her motto is, “Employees have the right to an attorney, so do employers!” Here's your opportunity to learn workers' compensation advantages from a seasoned employers' attorney.

With over fifteen years of executive coaching, speaking, and most importantly, real-life, in-the-trenches business experience, her approach is radically different.

Kristine, sometimes referred to as the “Provocateur” for her ability to stir up a group, is known for her high energy, entertaining style. Kristine's fusion of real-life stories and her conversational techniques connect with her audience at an engaging, intense, and individual level.



“After learning the 80/20 Rule I started seeing it everywhere; It was an ‘Aha’ moment for me. It’s really an intriguing concept every business owner should learn.”

Kathleen Nadsady  
Ventura Beach Club

### The “80/20” Rule Seminar:

Statistical analysis finds that most results in any situation are determined by a small number of causes; i.e., a disproportionately small group has an oversized influence on an outcome.

- 20% of your clients bring in 80% of your revenue
- 20% of your employees do 80% of the work
- 20% of the people have 80% of the claims
- 20% of your claims make up 80% of the total losses

The 80/20 Rule explains why one leg injury costs \$10k while a similar leg injury totals \$100k. This engaging two hour seminar explains the Rule and how you can apply it to your company's advantage. **You'll learn:**

- What to say to each injured worker at time of claim filing to reduce the chance of becoming represented.
- To recognize the “20% claims” right when they're filed with our “**Red Flag Identifier Checklist.**”
- What to provide each claims handler and treating doctor.
- To audit doctors' medical reports according to the Department of Industrial Relations' written standard.

Reserve this innovative and aggressive approach to claims today!



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