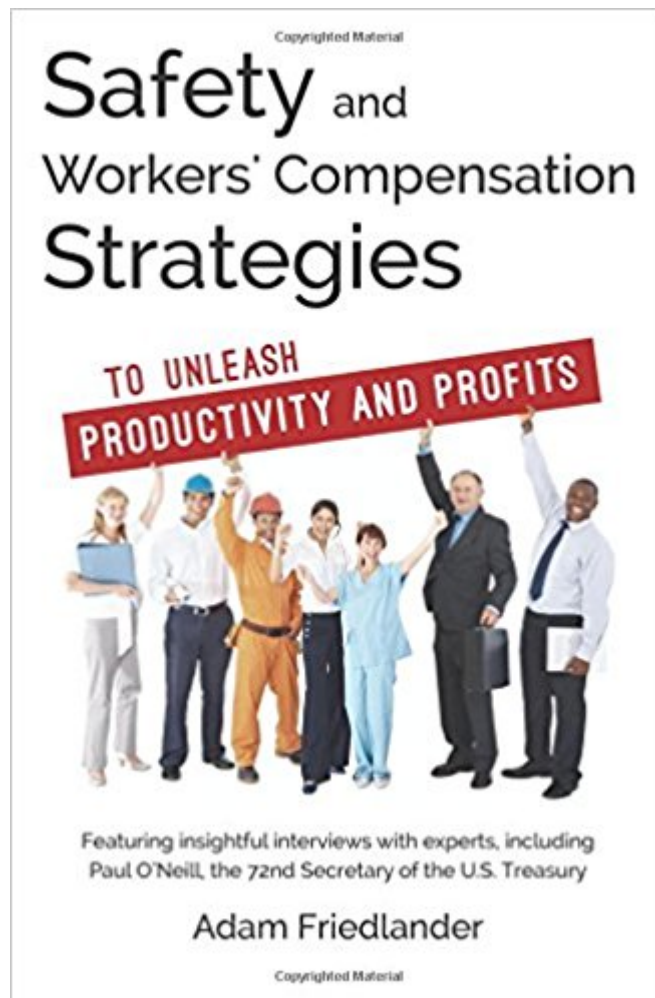




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Safety And Workers' Compensation Strategies: To Unleash Productivity And Profits



Synopsis

Discover how several outstanding business leaders leveraged innovative safety and workers' compensation strategies to unleash productivity and profits. By placing people's safety at the center of an organization's culture, with a relentless, laser-like focus, caring leaders will achieve success. The easy-to-read and compelling interviews provide a treasure chest of insights on how to take your organization to the next level. The experts interviewed include: Paul O'Neill, the 72nd Secretary of the U.S. Treasury, serving from 2001 to 2002, and chairman of Alcoa from 1987 to 1999; Bill O'Rourke, president of Alcoa Russia from 2005 to 2008, senior advisor at Value Capture LLC, and coauthor of *The Power of Ethics*; Stephen Newell, partner at ORCHSE Strategies global consulting that services 120 large multinational corporations on safety, health, and environmental matters, and author of the OSHA Blue Book with one million copies sold; David DePaolo, CEO, president, and editor-in-chief of WorkCompCentral.com; Brian J. Connor, partner with the workers' compensation law firm of Weiss, Wexler and Wornow, PC; Peggy Crook, vice president of claims and loss control at Federation of Jewish Philanthropies (FOJP) Service Corporation and former director, global claims for Hilton Worldwide; Jeffrey R. Fenster, vice president of business development and government affairs at AmTrust Financial Services Inc. and, from 2010 to 2014, the executive director of the New York State Workers' Compensation Board. Adam Friedlander, president of Friedlander Group, a successful safety and workers' compensation consulting firm for twenty-five years, carefully selected leaders who share their considerable expertise in a clear and engaging format. This book presents a whole new approach to safety that empowers CEOs, business owners, managers, human resource professionals, insurance and safety advisors and workers' comp claims specialists. *Safety and Workers' Compensation Strategies To Unleash Productivity and Profits* is rich with proven and time-tested strategies that generate phenomenal results. You may find yourself re-reading this important book to further benefit from the deep insights.

Book Information

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Customer Reviews

"A book that will be useful for employers who are truly interested in improving worker productivity and company profits. Adam Friedlander asks thoughtful questions." -- Kirkus Reviews

Adam Friedlander is a third generation insurance professional who has made his mark in safety, workplace safety that is. Friedlander is also an author. He published his first book, "How to Save Big on Workers' Compensation," in 2011. As the title suggests, it focused on the sweet spot of the costs saving benefits of safety in the workplace.

Friedlander shares lessons from Alcoa's Paul O'Neill and insights on safety leadership, strategy and language. While there is nothing wrong with saving money, workers' safety has become about much more than that for Friedlander. His business has evolved into more of a safety consultancy as he strives to have his clients care about more than savings and understand that the benefits of safety transcended savings.

Safety, he now believes, is actually a growth strategy, a way to improve both productivity and profits. That's why he titled his latest book, "Safety and Workers' Compensation Strategies to Unleash Productivity and Profits."

Experts from article in the Insurance Journal, Meeting of 2 Minds on Worker Safety as Path to Profit, by Andrew G Simpson on July 28, 2016. insurancejournal.com/news/national/2016/07/28/421446.htm

"Well done! Your book Safety and Workers' Compensation Strategies is excellent, a thoughtful and informative review of safety in the workplace from experts with different vantage points. I was especially impressed by the informative interview with Bill O'Rourke and the ALCOA safety experience. His description of the seven necessary steps to zero injuries in the workplace and overall impact on the business are important to hear. Jeff Fenster's interview, with his experience as a former Executive Director of the NYWCB and now a senior officer at a major successful workers' compensation carrier, is insightful and important to consider in the future of workers' compensation in New York, and for insurance companies. Finally, what is consistent throughout the book is the message: you, the employer, take care of your employees and they will take care of you. Safety in the workplace counts from a human perspective and will result in a more successful business. I would recommend your book as a must read for those involved in the workers' compensation field."

compensation system."Donald T. DeCarlo, J.D. CEO AMCOMP, Commissioner of NYS Insurance Fund, 1997-2009"A Forward-Looking Entrepreneur Spreads the "Gospel" of Risk Management. Adam Friedlander gets it. Friedlander, a leader in Workers' Compensation Safety Group creation and management, has written a new book, a series of interviews with top guns in risk management and related fields. It's handsomely presented and a relatively quick read. This is good communication and deserves the attention it will garner. Nice job, Adam."Steve Acunto, Editor and Publisher, Insurance Advocate, August 29, 2016.

Adam Friedlander is the president of Friedlander Group Inc., the safety and workers' compensation leader in New York. After graduating from Rye Country Day School and the University of Denver, Friedlander began a career in insurance in 1983. The Friedlander Group manages seven workers' compensation safety groups and has saved members over \$400 million in premiums. The Friedlander Group also manages the Workers' Care Group to enable non-safety group clients improve safety and unleash productivity and profits. In 2011, Friedlander published How to \$ave Big on Workers' Compensation. He has also published articles on the inherent risks of group self-insured workers' compensation trusts.

I assumed safety was a straight-forward subject until I read this book. Although the author asks each interviewee pretty much the same questions, the answers were all varied, interesting and insightful. This is a perfect book for anyone who wants a lively, engaging and thought-provoking discussion of what experts think about when they think about safety. Is safety the removal of injuries, or the focus on best work habits? Is safety also influenced by how employees are treated after they get hurt. Everyone has a complaint about workers comp; what would business be like without it? Can injuries be fully prevented? What do lawyers see when they work on compensation cases? None of these questions are answered in a dry way. Safety for these experts is a passion, not just a paycheck and their enthusiasm is inspiring.

I highly recommend this book to anyone who wants to make a difference and improve the culture of their workplace. There are so many great insights and ideas from individuals that clearly have a passion for creating the best work environment imaginable. I particularly enjoyed Bill O'Rourke's interview and how he helped turn two large Russian manufacturing plants with terrible safety records and averaging five fatalities a year, into locations with below average incident rates and zero fatalities in 7 years! The safety systems and insights learned from

this book can help any business, from the small business to the Fortune 500, the key however is the same, which always starts at the top with strong leadership.

Worth many times the price of admission! I've read Adam's book twice so far, it's a thoughtfully curated collection of interviews with workplace safety thought leaders. I particularly enjoyed reading the Paul O'Neill and Stephen Newell interviews. Choose to invest the time in this one, it has already paid dividends to me in my professional journey. Thank you, Adam, for putting in the time and effort here, it is very much appreciated!

This book was money well spent. The people interviewed were very insightful. I got a lot out of the stories and examples and would recommend this book to those at companies of any scale. I never thought of safety as a competitive advantage. This book opened my eyes to productivity and profit growth from an unexpected source.

I really enjoyed the interviews! It's interesting to hear the varied perspectives. The book improved my thinking on how safety can be a competitive advantage.

A comprehensive and professional look at handling Workers Comp issues. MARSHA

I was given this book to read from my boss and I must say It was a very good read. It took me a couple hours to read and I would try to put it down for a little bit, but I went right back for it. I really enjoyed the interview style the author chose, I felt like I was reading a transcript, but not as boring :) I enjoyed each of the safety professionals he chose opinions and styles and may even purchase one of their books now! I also liked that most of the workers' compensation references were New York State. This book was great, I'll be purchasing soon to add to my collection.

An excellent book for a reference as well as a great read. My favorite interview in the book is with Paul O'Neill, former Chairman/CEO at Alcoa and Secretary of the US Treasury. Dedicating himself and the company to be injury free at Alcoa and achieving it is remarkable. For all employers out there make sure you read the interview section with Brian Conner. Good Q & A on employee termination and best practices for the employer. Lastly, the Appendix, Leverage the Experience Modification, 6 pages that will help you understand how the experience modification factor is calculated.

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