



Business Case for Attorneys To Attend

Executive Summary

Just one new idea from this meeting can pay back (several times over) the cost to attend, and contribute to our bottom line. CRC is the best educational forum to learn the latest construction risk management and insurance trends and strategies. I will have the opportunity to network with leaders in the industry who can help us enhance our competitive position using our risk management and insurance programs.

Business Opportunities

- **Get Away from the Typical CLE Crowd**—Instead of spending my CLE time in a seminar with other attorneys rehashing legal issues I already know by heart, I will associate with an interesting group of risk professionals from across the country to gain fresh new perspectives, develop prospective clients, and learn about the preloss measures that are taken to manage construction risks.
- **Meet with agents, brokers, underwriters, and contractors to build relationships with them**—With all the top agents, brokers, insurers, and risk managers gathered in one place I won't have a better opportunity to meet with and develop relationships with decision makers.
- **Network with and learn from other attorneys**—The Conference is not heavily attended by attorneys, but those who go are very knowledgeable. By networking with them I can develop a powerful national network of well-connected construction and insurance law professionals.
- **Attend with a client to develop our team**—A great way to demonstrate my knowledge and industry focus to an important construction client while building a deep and long-lasting relationship is to attend the Conference together. I can carefully choose the best workshops to get new ideas for safeguarding their company or shaving costs. We can attend sessions together, discuss the implications to the organization, and develop an action plan for implementation while on-site.
- **Learn about the latest coverage developments affecting construction**—This forum allows me, as an attorney, to stay up to date on what insurers are doing



with policy forms today. This program gives me an opportunity to learn what is coming down the pike by revealing the latest construction insurance trends and tactics.

More Benefits

- **Get CLE credit in most states**—IRMI files the Conference for CLE credit in certain states. Most of the remaining states will approve credit after I have attended. IRMI provides me with the documentation I need to make a self-filing in those states.
- **Ideas and training for other team members**—I can bring back insights learned and implement right away with our team. Plus, the handouts for *all* of the workshops are available online for access by our team members.
- **Gain the knowledge needed to pass a CRIS exam and start this certification**—I plan to attend the workshop covering one of the [Construction Risk and Insurance Specialist \(CRIS®\)](#) courses in preparation to pass the exam.
- **Credit to keep my CRIS certification**—Attending 7 hours or more of workshops will qualify for reaccreditation to maintain my CRIS certification.

Costs and Financial Analysis

- **Savings and discounts**—Attending will also satisfy my CRIS renewal requirement. IRMI will even file the renewal for me at no additional charge.
- **Hotel discounts**— IRMI has negotiated the lowest discounts possible with the host hotel.
- **Cost of most meals is included**—The registration fee includes breakfast each morning, lunch every day, hors d'oeuvres and cocktails the receptions, which will further defray the costs of attendance.
- **Satisfaction Guarantee**—IRMI is so confident about the program's quality they promise to refund the Conference fee if I feel I didn't get valuable ideas and expand our network in ways that will enhance our brand in the construction risk community and improve our ability to serve our clients.

Alternatives



No other conference or forum provides access to as many industry experts and the elite players in the construction risk and insurance industry (nearly 2,000 attendees).