



## **Business Case To Attend for Contractors, Project Owners, and Employees of Architectural or Engineering Firms**

### **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**

- **Meet underwriters and build relationships with them**—With the major construction underwriters all gathered in one place at one time, there is no better opportunity to start new relationships and enhance existing relationships.
- **Attend with our broker to develop the team**—Our broker is also attending, and we can attend workshops together. This is a great way to get new ideas for safeguarding our company or shaving costs, discussing the implications to our organization, and developing an action plan for implementation while on-site.
- **Network with and learn from other contractors**—An exclusive risk managers forum and other events will allow me to meet with other contractors who face the same problems or challenges as we do. Swapping ideas with them on-site and enhancing my network of informed colleagues around the country will enable me to seek advice when future challenges arise.
- **Improve our competitive position**—All types of participants on construction projects, including owners, general contractors, construction managers, architects/engineers, and trade contractors, are represented in the audience and at the podiums. By learning their concerns and needs I can take steps to address them, thereby turning our risk management program into a marketing asset.



## More Benefits

- **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.
- **Satisfy continuing education requirements**—Some if not all of the CPE, CLE, or AIA continuing education credit requirements can be met by attending.
- **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 the CRIS certification**—Attending 7 hours of workshops will qualify for reaccreditation to maintain the 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 at 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 new ideas to reduce our cost of risk, enhance our risk management program, or improve our insurance coverages.

## 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.)