



Business Case for **Underwriters** 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

- **Meet with our agents, brokers, and customers to build our relationships with them**—With all the top agents, brokers, and risk managers gathered in one place I won't have a better opportunity to meet with our important contacts and develop new ones.
- **Encourage one of our top brokers to attend with me to develop a team approach**—There is no better way to demonstrate our knowledge and industry focus to our top broker while building a deep and long-lasting relationship than to attend the Conference together. I can carefully choose the best workshops to get new ideas for working together to increase our construction books. We can attend sessions together, discuss how they apply to our mutual clients and prospects, and develop an implementation plan to put in place when we return.
- **Develop our brands as an important construction market**—By interacting with the top players in construction risk and insurance I will develop and enhance my reputation as a go-to person in the industry. At the same time I will be enhancing the brand of our company by representing it in a professional manner and through our listing in the attendee list—the “who's who” of construction risk and insurance.
- **Glean market intelligence on what our competitors are up to**—With all the top brokers and underwriters gathered in one place I won't have a better opportunity to learn the latest developments. Where else can I pick the brains of other underwriters and brokers in a neutral forum?



- **Learn about the latest coverage developments affecting construction**—To properly serve our contractor accounts and maximize our profitability, it is imperative that I keep up with the latest trends and developments. There is no other educational program as focused on construction insurance trends and tactics—nor more knowledgeable fellow attendees to bounce ideas off of—than this Conference.

More Benefits

- **Ideas and training for other team members**—I can bring back insights learned and implement them 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 only 7 hours of the conference 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 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 valuable ideas and expand our network in ways that will 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.)