



DOES YOUR RISK POOL RANK HIGHER THAN OTHER POOLS IN YOUR STATE?

Even in today's soft insurance market, some pools are doing surprisingly well in retaining and growing their membership. *What's their secret?*

Members today are looking for much more than affordable insurance from their risk pool. Successful risk pools have come to understand that they need to become their members' risk management partner – *providing the value-added services their members need to take their organization to the next level.*

With advancements in technology, it has become easy and cost-effective to invest in technology-based value-added services to both retain members and grow the pool's membership. The short self-assessment below will assist your pool in evaluating where you rank when it comes to the latest value-added services being offered by other risk pools in your area.

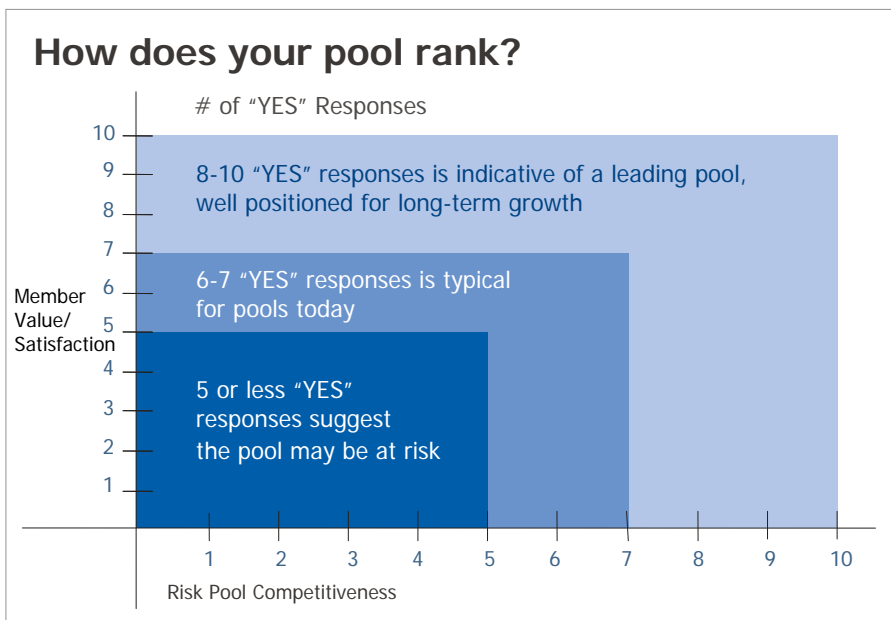
Self-Assessment Statement	YES	NO	NOT SURE
We have a strategic plan in place to deliver value-added benefits to our members that complement our insurance program.			
We have short-term and long-term technology based initiatives to maintain our leading position as an innovator in risk management.			
Our management team thoroughly understands the current risk management needs of our members.			
Our interactive website allows our members to receive electronic newsletters, file and monitor claims, review and modify insurance coverage, and submit electronic renewal and loss data.			
Our wide range of online training programs has improved our ability to deliver training to our members' employees and has lowered our costs to deliver this training.			
We offer an online solution to our members designed to change unsafe and/or unacceptable employee behavior in the high frequency and high severity claim areas.			
We use comprehensive analytics and reporting tools to track strategic and operational programs and to monitor our members' utilization and results in real time.			
We deliver enterprise-wide continuity and emergency notification programs and online policies, procedures and regulations for member employees, managers, supervisors and board members.			
We have an online risk measurement program that assists members in identifying areas of risk, benchmarking their risk over time, and providing mitigation solutions on how to address these risk areas.			
We offer online tools to assist our members with monitoring and maintaining compliance with organizational policies as well as state and national regulations.			
Total number of responses			

The back of this document provides more detailed information about your ranking.

How does your pool rank?

The number of responses you marked "Yes" indicates where your pool ranks on two dimensions:

- **Member value** - the extent to which you are offering value to members by addressing their interest in technology-based, value-added services
- **Competitiveness** – how you compare with other public entity risk pools



How can TargetSafety help your pool improve its score?

We offer our clients a complimentary C-Level strategic assessment program called PowerPooling™.

PowerPooling™ is a unique program created for public entity risk pools. The program includes:

- An in-depth diagnosis of your risk pool in terms of member value and competitiveness
- Data about how your pool ranks on the pool risk management continuum
- Detailed and actionable recommendations for retaining members and growing your pool in today's soft market

For more information on PowerPooling, contact Kevin Hammond at:

858.376.1607 or kevin@targetsafety.com

"Managing risk in the new millennium requires new tools like those delivered in PreventionLink™. The Internet offers us an exciting platform to reach all our members and their employees in our ongoing effort to reduce claims and mitigate risks. The future of managing risk across multiple organizations will require data to drive analytics, benchmarking of all participants, and custom mitigation programs designed to reduce each participant's risk profile."

Jim Towns
ARM, Chief Executive Officer
SDRMA

TargetSafety is a pioneer and leader in the development of online solutions that simplify and standardize risk management. These solutions are used by more than 2,500 public entities nationwide, including risk pools, cities and municipalities, fire and emergency medical service departments, and water and wastewater districts.

TargetSafety's flagship product, PreventionLink, is the industry's most comprehensive suite of training, compliance, communication and risk management technologies for identifying, prioritizing and minimizing risk.

For more information, visit www.targetsafety.com.

