

**Inaugural Risk Control Seminar:  
Risk Control for Architects, Engineers and Environmental Professionals  
Best Practices for Improved Performance and Profitability**

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**Worcester, MA  
August 17, 2022**

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| <b>8:30am</b>  | <b>Registration and Breakfast</b><br>Registration for Learning Credits  |
| <b>9:00am</b>  | <b>Welcome and Introduction</b> - Rick van Oppen, VOCO2   |
| <b>9:05am</b>  | <b>Improving Performance &amp; Profitability</b> -Tim Corbett, SmartRisk<br><br>The A/E and environmental industry has had a strong recovery and currently experiencing record high backlog; however economic warning signs are everywhere. Higher performing firms are preparing and tightening their belts focusing on improving performance and profitability. This session will identify industry claims and trends, but most importantly the practices applied by lower risk, higher performing and profitable firms.  |
| <b>10:20am</b> | Break   |
| <b>10:35am</b> | <b>Handling a claim when it is made against the Design Professional</b> – Jeff Alitz, Freeman Mathis & Gary LLP<br><br>Receiving an informal (demand letter or similar) or formal (lawsuit) claim is never a pleasant event. But there are steps the Design Professional can take to preserve its insurance coverage and to minimize the impact of the claim. From receipt of the claim, to responding to it and seeking the most efficient resolution, the session will provide a guide from a trial lawyer’s perspective to survive the claim process and achieve a “best-case” result. |
| <b>11:50pm</b> | <b>Questions/Closing Remarks/Wrap Up</b>  |
| <b>12:15pm</b> | <b>First Pitch: WooSox vs. Red Wings</b><br>Flexcon Landing Hospitality Area<br>Lunch and Open Bar  |