

Offensive Risk Management Dollars and Sense

Our charge for today: discuss how you can add or save hundreds of thousands of dollars in revenues for your agency by creating an offensive risk management environment.

“The King Can Do No Wrong”

- A. How did we get in our present legal situation?
- B. Offensive Risk Management Sense
 1. We live in a very litigious society.
 - a. Lawsuits are a way of life suing anybody for anything.
 - b. Many will lie, deny, and make things up.
 - c. Attorneys who sue police are paid on contingency fee basis.
 2. There's a growing distrust in Government Services.
 3. People today are less willing to accept responsibility for their actions.
 4. There has been a gradual erosion of Government supplied immunities.
 - a. Substantial difference between liability and litigation.
 - b. Public Safety/Public Works civil liability can be eliminated.
 - c. Do the job right, take time to be able to prove job done right.
 5. There are a ton of attorneys looking for someone to sue.
 6. What better way to prove your innocence than attack the cop in court.
 7. A well-informed, well-educated public is our best ally.
 8. Currently, we have neither a well-educated or well-informed public.
 - a. Only people who know the complexities are doing it.
 - b. Most people get info about law enforcement from the media.
 - c. Every incident is an opportunity to educate the public.
 - d. Take the time to treat people the way you would like treated.
 - e. Strive to become the “Nordstrom” of Law Enforcement.
- C. Offensive Risk Management – Dollars
 1. Goal is to have you take back several nuggets that will save/make money.
 - a. Demand a premium discount from insurer and/or pool.
 - b. Institute revenue generating policies and programs.
 - c. SNARE – System to Not Allow Restitution to be Evaded
 - d. Adopt aggressive law enforcement programs.
 - e. Write explanatory letters on as many claims as possible.
 - f. Charge for Workers' Compensation/Dis. Retirement injuries.
 - g. Fight on the cases where you're right.
 2. Use status/accreditation to achieve success in grant applications.
 - a. Never fail to tout your various accreditations.
 - b. Fish in “private ponds” using IRS 501©(3) non-profit public benefit corporations.
 - c. Seek donations of everything imaginable.
 - d. Aggressively resist General Fund (Communitistic) Mentality.
 - e. Have fun, it's only money.