



Cold Calling Stinks!

Building Credibility with Law Enforcement Members



# Meet Your Facilitators



Sheila Lorange

Law Enforcement Corrections Risk  
Management Consultant



citycounty insurance services  
cisoregon.org



Ron Peters

Director, Risk and Safety Management



Steve Brewer

Partner



# Let's Visualize Our Bi



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**In a few words, what are the biggest obstacles to success of your public safety loss control initiatives?**

① Start presenting to display the poll results on this slide.

# CIS

**Ownership. Partnership. Resources. Value. Choice. That's the CIS difference.**

## Who We Are

- CIS was formed by the **League of Oregon Cities** and the **Association of Oregon Counties** to meet the risk management and employee benefit needs of Oregon cities, counties and other eligible local governments

## Our Members

- CIS supports 98% of cities and over 81% of counties in Oregon with at least one type of coverage

## Our Coverage

- General Liability
- Auto Liability
- Employment Liability
- Workers' Compensation
- Property
- Medical
- Dental
- Vision
- Life & Disability





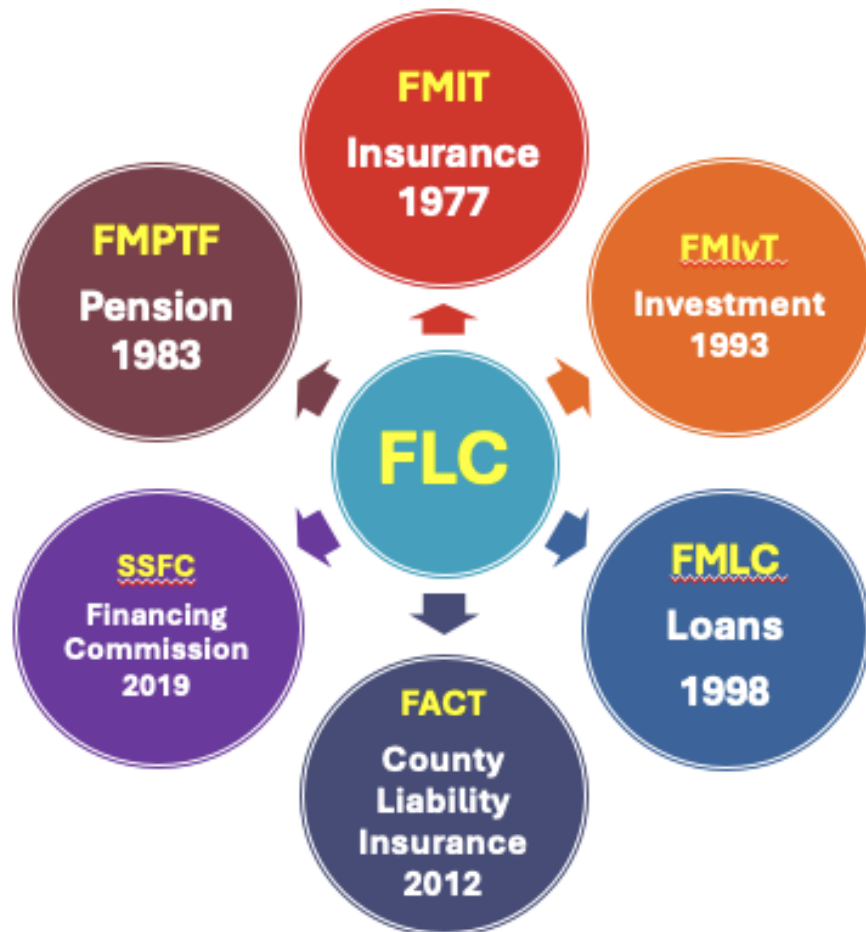
**FMIT** FLORIDA  
MUNICIPAL  
INSURANCE TRUST

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History and Overview

**PROTECTING THE COMMUNITIES WE CALL HOME**

# Trust Relationships



- ▶ FLC is the third party administrator of the Trusts
- ▶ FLC provides the staff, equipment – the Trusts have no employees
- ▶ All the Trusts have Boards of Directors comprised of Elected Officials



# FMIT Overview

## History

**Independent Legal  
entity -Self Insurance  
Pool formed in 1977  
Offer all lines of  
coverage**

**Sponsored and  
Administered by the  
Florida League of  
Cities  
Insurance Operations  
based in Orlando  
Office**

## Governance

**15 Member Board of  
Directors – Elected  
Officials**

**FLC Staff  
Independent Actuary  
Auditor  
Insurance  
Consultants/Brokers  
Investment Consultant**

## Attributes

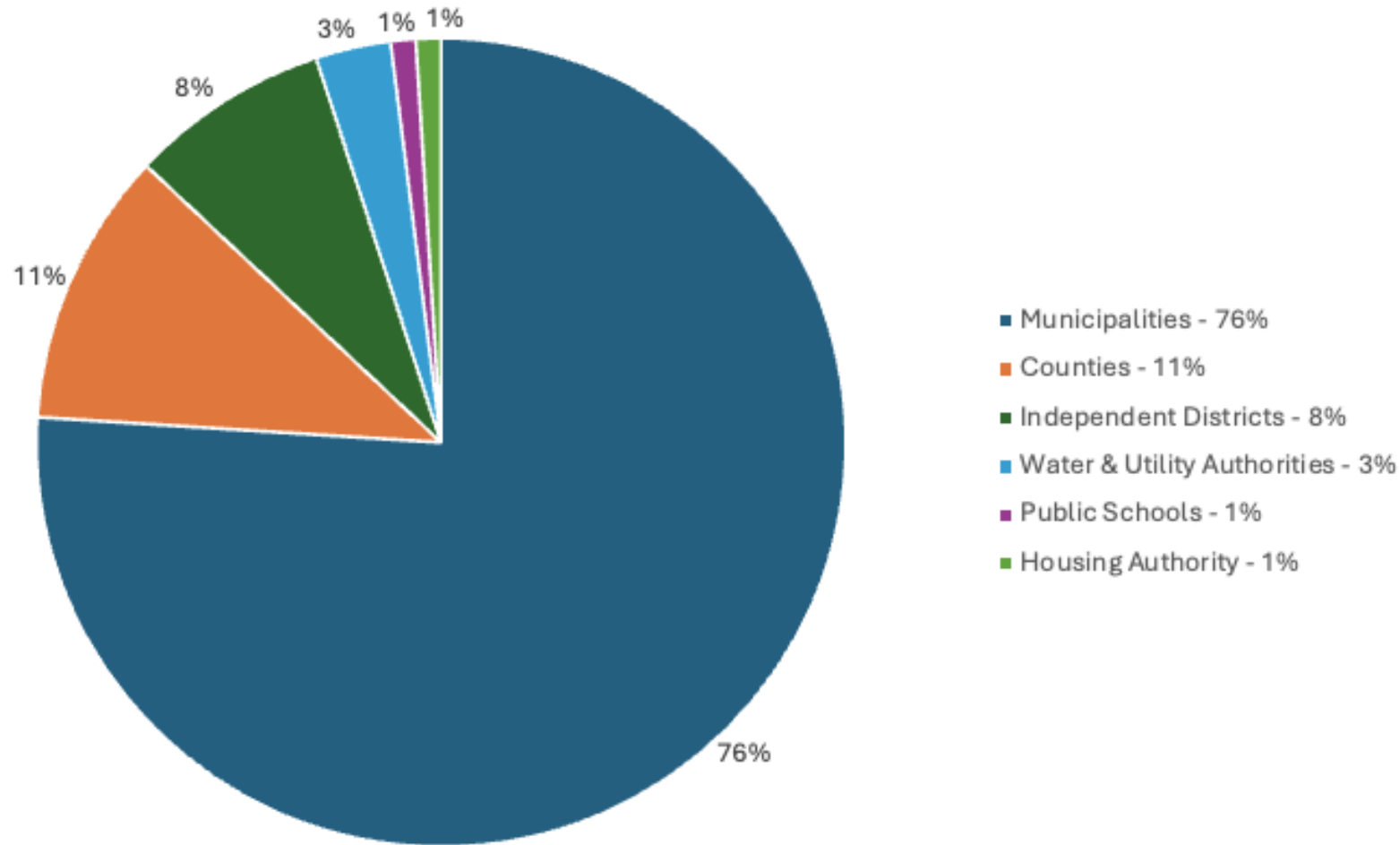
**Over 500 Members  
Largest Insurance  
Provider to  
Municipalities in the  
State**

**95% Direct Writer  
6 Account Executives  
(Licensed Agents)**





## FMIT Book of Business (Based on Premium)



# FMIT Group Health Program

- ▶ United Healthcare Administrative Services Only Contract
- ▶ National Network/No referral necessary
- ▶ Pooled Access to National Network's Provider Discounts
- ▶ Lessen Impact of Shock Claims
- ▶ Underwriting Stability
- ▶ Plan Designs with the Municipality in Mind

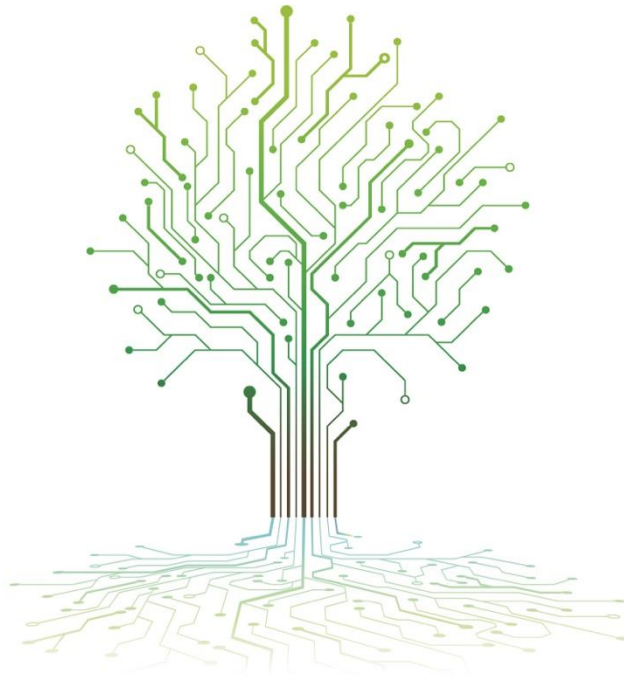


# Benchmark Analytics

Founded on a mission to advance Public Safety performance through applied data science.

## Benchmark has:

- Government roots
- A heart of data science
- Sole focus on elevating public safety through evidence-based insights



## Benchmark helps:

- Improve officer performance, reduce critical incidents and manage compliance.
- Reinforce trust and transparency.
- Offset or reduce escalating costs of injuries or incidents.



**TheJoyceFoundation**



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**In a few words, what key factor(s) contributed to your most successful public safety loss control initiative?**

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# What's Going On?

- What Type of Session Is This?
- Who Are the Audience Members?
- Who Are The Panelists?
- What Does the Body Language Tell You?
- What Are We Talking About?



# MN Chiefs Association Executive Training Institute Panel Discussion

Evidence-based research and panel discussion about what top performers are doing right.



Panelist: Tracy Stille  
LMCIT Public Safety Project  
Coordinator



Panelist: Chief Jeff Tate  
Shakopee Police Department



Panelist: Chief Ron Neirenhausen  
Elk River Police Department

Moderated by: Steve Brewer  
Benchmark Analytics



# Building Strategic Engagement: Loss Control Edition

## Key Deposits In Member Banks of Trust

- **Empathy:** Understand practitioners' challenges, concerns and point of view.
- **Recognition:** Find and elevate your top performers so others can emulate.
- **Usefulness:** Provide actionable resource(s) that make members' day easier or helps them solve a problem.



# Is There a Silver Bullet?

- Computer Aided Dispatch (CAD) → Response Times
- Crime Analytics → Crime Reduction Strategies
- Evidence-Based Practices → Wellness & Service Excellence

... And “keep score” by capturing & measuring change.







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