



## OUR COMPANY

InFocus Safety Solutions, Inc. is an independent construction and industrial risk control company operating in California. InFocus Safety Solutions, Inc. Loss Control serves insurance companies, surplus lines insurance brokers and wholesale insurance brokers.

Eliminating potential accidents and damaging incidents is the way to financial success for both insurance carriers and business. Identifying loss protection through site visits, program audits, accident/injury statistics, and claims losses are all part of the services of InFocus Safety Solutions, Inc.

Fewer losses translate to lower costs. That's why it's important to stay informed on current risk management and safety issues. Contact our Loss Control Consultant today!



InFocus Safety  
*Solutions, Inc.*

www.InFocus-Safety.com  
1-866-846-1420

## YOUR BROKERAGE FIRM. HOW CAN YOU MAKE SURE YOU ARE COMPETITIVE? WE CAN HELP.

California business owners rely on independent agents like you to guide them in all areas relating to the protection of their business. You provide the anchor, counsel and risk-related expertise vital to their financial stability and peace of mind. InFocus Safety Solutions, Inc. can provide the same for you. Our in-depth knowledge of OSHA Regulations and Loss Control Best Practices will complement your role as the trusted advisor and enable you to deliver unparalleled services, support and value to your clients.

### When you succeed, so do we.

At InFocus Safety Solutions, Inc., we know that an agent's success can be described in three simple words: close, retain, renew. We're positioned and committed to help you do exactly that. We've changed our business model to help you develop and build strong client relationships on workers' comp business, because it's also vital to our success. We're highly motivated to make our company indispensable to you.

2150 Ringwood Avenue  
San Jose, CA 95131

[www.InFocus-Safety.com](http://www.InFocus-Safety.com)

## Your NEW Loss Control Team Member



**INFOCUS SAFETY  
SOLUTIONS INC.**

[WWW.INFOCUS-SAFETY.COM](http://WWW.INFOCUS-SAFETY.COM)

**KHOI NGUYEN  
LOSS CONTROL  
CONSULTANT**

2150 Ringwood Avenue  
San Jose, CA 95131  
C: 510.329.5169  
O: 866.846.1420  
F: 408.516.0547

[Khoi.Nguyen@InFocus-Safety.com](mailto:Khoi.Nguyen@InFocus-Safety.com)

# THE INFOCUS SAFETY DIFFERENCE.



## INFOCUS SAFETY HAS A PROVEN RECORD OF HELPING BROKERS ASSIST THEIR CLIENTS BY IDENTIFYING RISKS AND CUTTING DOWN WORKER'S COMP COSTS.

Effective loss control begins with our expert knowledge. InFocus offers services to effectively lower the potential risk in the workplace and in business practices. We have a dedicated Resource Team available to assist Broker's with the reduction of risks and exposures for their clients.

### Loss Control Services

We don't believe in a one size fits all approach regarding loss control. By reviewing the loss experience, safety programs and management commitment, we'll be able to provide high impact loss control activities *focused* on reducing the costs and

protecting the employees. Our services are designed for customization based on each Broker's needs.

### Carrier Quoting, Tracking, Future Development

We'll *focus* every step of the way to make sure you get the best quotes from your carriers. To prepare for the quoting process, we'll perform a Prospect Loss Control Survey that emphasizes common *focus* points. In many cases, our mutual careful preparation will result in more active competition among carriers for your account – rather than mildly competitive quotes.

## FREQUENTLY ASKED QUESTIONS

**Q** Can we issue company business cards to the Loss Control Consultant so he can represent us?

**A** Our Loss Control Consultant is dedicated to you. Only one Consultant will be assigned to each Brokerage Firm. Your Consultant will be a part of your team and can represent himself as so with your company business cards.

**Q** Are there any conflicts of interest from working with multiple Brokers?

**A** We are a successful Loss Control Consulting firm requested by Brokers for our abilities to change the workplace and impact the WC costs. We focus on loss control only.

**Q** How can you add value to our clients?

**A** We conduct evaluations to find vulnerabilities and then develop service plans to eliminate these risks. We map out a plan for the policy period. By renewal time, your client will be pleased with the services they received.

**Q** What if I don't use all of my weekly hours allowed by my service package?

**A** Your weekly hours can be rolled over and saved for up to one month. You can save your hours for a big training session, workshop, or product improvements.