



LOSS CONTROL SPECIALIST

OVERVIEW OF KEY DEVELOPMENTAL AREAS FOR YOUR CAREER PATH



Build on your knowledge and experience

- You may have experience in another area of the industry (i.e. claims, broker/agent, underwriting), be leveraging studies in risk management or expertise stemming from another sector (e.g. engineering, transportation, manufacturing, environmental science, etc.); your entry point helps focus your learning needs – loss control or insurance acumen – to help grow your capacity to manage accounts with more independence
- Consider growing your loss control expertise in an area of specialization (eg. commercial risk, farms, liability, equipment (ie. boilers, machines in manufacturing, laboratory), property, etc.)



Explore ways to share your expertise

- Evaluate which 'track' feels in keeping with your career goals - technical specialist or operational leader?
- Consider leveraging your expertise in Risk Management, Claims, Consulting on wordings, etc.

ATTITUDES AND CORE VALUES



- Analytical
- Team player
- Influencer without authority
- Relationship builder
- Focus on the customer
- Ethical decision making
- Strategist

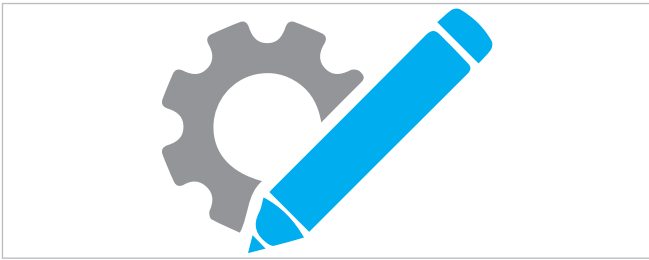


- Consultant
- Technical expert
- Business line specialist
- Operational leader
- Relationship expert
- Conflict manager





KNOWLEDGE



Build specialized knowledge to help you manage the loss control process

- If coming from another sector, focus on completing your CIP designation – consider electives which deepen your understanding of loss control (e.g. Liability Loss Prevention, Property Hazards, Insurance Against Crime, Reinsurance, Business Interruption Insurance) or those obtained through completion of a Risk Management Certificate
- Apply learning from your studies, training offered by your company, or on-the-job experience

Next Steps:

- Consider taking the Advanced CIP's Critical Thinking course, the Risk Management Certificate, Management / Leadership courses, or other continuing education offerings through the Insurance Institute to help you excel



Hone your broader operational and insurance knowledge

- Recognize that your actions and decisions may define policy, claims parameters, or shift focus for your team
- Consider pursuing your Advanced CIP or Risk Management Certificates, or supporting your advanced knowledge development through the Institute's continuing education offerings and special events
- Additional learning in advanced loss control, account management, or total valuation may prove beneficial

Next Steps:

- Recommit to continuous learning and development
- Consider the FCIP, depending on your career aspirations

SKILLS & EXPERIENCE



Building on your insurance fundamentals, appraisal expertise and experiences to date

Core Skills: Negotiation; building strong relationships (e.g. appraisal, broker / agent claims, risk management); initiative; multitasking; business communication; technical writing

Key Experiences: Inspecting risks, and determining their degree of exposure (eg. fire, crime, liability, etc.); growing comfort in recommending appropriate controls to protect clients' interests (either mitigation, control, or loss reduction); supporting the setting of premiums based on potential exposures / controls in place; managing increasingly larger or more complex insurance needs; coordinating the development of a specialized facet or strategy included in a client's risk management plan; supporting new product development/revisions based on loss control outcomes



Transitioning to technical consultant/leader of a team of loss control specialists with increased autonomy and decision making power

Core Skills: Strategic thinking; operational leadership; change management; teaching / coaching; conflict management

Key Experiences: Supervising/developing strategies to mitigate, control, and reduce the potential impacts of risks; providing expert advice to clients, and industry professionals; leading new product development and consulting on wordings based on experiences in the loss control space; managing key accounts; supporting projects implementing new / revised underwriting rules, contingency planning / emergency preparedness strategies, systems, etc.