



# RISK MANAGEMENT WORKSHOP

**When?** Tuesday, April 25 – Thursday, April 27

**Where?** Renaissance Midtown Atlanta, Atlanta GA

## TENTATIVE AGENDA

### Tuesday, April 25th

4:00 p.m. Welcome Reception & Introductions  
5:00 p.m. Networking Dinner

### Wednesday, April 26th

8:00 a.m. Breakfast  
8:30 a.m. Opening Remarks & Workshop Overview  
Workshop Roadmap - What to Expect  
1) Culture of Risk Management  
2) Contracts/Risk Drivers  
3) QA/QC - What do you want to learn?  
9:00 a.m. Creating Your Firms Culture of Risk Management  
9:45 a.m. Group Discussion: Firm Culture/Structure  
10:05 a.m. Knowing Your Professional Liability Policy  
10:20 a.m. AXA Resource: Reporting a matter to XL  
10:30 a.m. Break  
10:45 a.m. Risk Management in Your Marketing/Business Development  
11:15 a.m. Managing Inexperience  
11:45 a.m. Group Discussion: Scenerio review/discussion  
12:00 p.m. Networking Lunch  
1:00 p.m. Contract Review Fundamentals/AXA XL Guide  
1:45 p.m. Group Exercise - Revising Key Terms  
2:00 p.m. What should be in (and out) of your Scope of Services  
2:30 p.m. Practical Tips for Negotiating Contracts  
3:00 p.m. Break  
3:15 p.m. Group Discussion - Negotiating Contracts  
3:45 p.m. Non-Technical Drivers  
4:30 p.m. Claim Expose - Rocking Chair  
5:00 p.m. Closing/Next Steps  
5:45 p.m. Meet in Lobby  
6:00 p.m. Networking Dinner

### Thursday, April 27th

8:00 a.m. Breakfast  
8:40 a.m. Quality Management in Your Firm  
9:30 a.m. Claims Expose - Bowling Balls  
10:00 a.m. Break  
10:15 a.m. Construction Phase Services  
11:00 a.m. AXA Resources: Risk Management Tools  
11:10 a.m. Group to Share Key Takeaways  
11:30 a.m. Workshop Ends/Departure

*Eligible for CEU/PDH*

