

# SAFETY ALERT



The 1 Solution to keep your people safe and grow an excellent business.

## How to Leverage Safety Management to Reduce Your Insurance Costs

Insurance underwriters are fundamentally risk managers. The more unpredictable and unmanaged a company's risk profile, the higher the premiums. Conversely, when a business demonstrates that it has a disciplined, effective safety management system in place, underwriters see reduced exposure—and reward it with better rates.

### Why Safety Management Matters

An effective safety management system isn't just about compliance. It's about systematically controlling accidents, injuries, and losses to people, property, processes, and the environment. By embedding predictable systems that drive accountability, training, and hazard control, companies dramatically cut both the likelihood and the severity of claims.

### How Insurance Costs Drop

- **Workers' Compensation (WCB):** Fewer and shorter claims mean lower premiums. A strong return-to-work program and consistent reporting prevent long-term disability claims from spiraling out of control.
- **General Liability:** Preventing incidents that cause property damage, environmental harm, or third-party injury reduces both claim frequency and severity.
- **Hot Work & Specialty Insurance:** Documented safe work procedures, strict controls, and supervisor accountability show insurers that high-risk tasks are well managed.
- **Fleet & Auto Coverage:** Near-miss reporting and driver oversight help prevent costly collisions, improving your loss history and insurance ratings.
- **Umbrella & Excess Liability:** A culture of prevention reduces catastrophic exposures—making insurers more comfortable providing broader coverage at better pricing.

### The Business Advantage

When incidents are controlled, the benefits go far beyond insurance:

- Fewer disruptions and productivity losses
- A stronger reputation with clients and regulators
- Higher worker morale and retention
- Defensible due diligence that protects leaders legally and financially

Ultimately, underwriters reward businesses that can demonstrate predictability and control. A company with a track record of proactive safety is simply a better bet.

### How 1Life Can Help

At 1Life, we've spent over 20 years helping businesses build predictable, performance-driven safety management systems. We help simplify the process, giving owners real-time visibility, accountability, and defensible records that close risk gaps. The result? Safer people, stronger businesses, and lower insurance costs.

[www.1LifeSoftware.com](http://www.1LifeSoftware.com)

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## Business Owner's Worksheet: Steps to Reduce Your Insurance Costs

Insurance underwriters reward predictability and proof. Use this checklist to show your broker—and your insurer—that you've got risk under control.

### System & Accountability

- Implement a solid, predictable safety management system that captures hazards, inspections, training, and corrective actions in real time.
- Make accountability visible: supervisors responsible, employees trained, management engaged.
- Document everything — if it's not written down, it doesn't exist in the eyes of an underwriter.

### Annual Insurance Meeting Prep

- Print out a report from your system showing:
  - Completed inspections and upcoming scheduled ones
  - Hot work permits and fire watch protocols
  - Training records, onboarding checklists, and competency verification for equipment operators
  - Hazard assessments and job safety analyses for critical tasks.
  - Records of near-miss reports and corrective actions taken
- Bring evidence of your return-to-work program (modified duties, timelines, success stories).
- Show that supervisors and managers have written safety responsibilities and training.
- Share metrics: reductions in incidents, improved close-out of hazards, fewer claims filed.

### Additional Proof Points Underwriters Value

- Preventive maintenance schedules for vehicles, equipment, and fire protection systems.
- Contractor management process (vetting, orientations, monitoring).
- Emergency response plans and recent drills.
- Documented toolbox talks and worker engagement activities.
- Clear process for corrective action follow-up and sign-off.

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## Business Owner's Worksheet: Steps to Reduce Your Insurance Costs

### Handy Checklist

Before your next insurance renewal, have you...

- Collected reports showing inspections and hazard controls are in place?
- Documented fire watch and hot work permit compliance?
- Verified competency training records for high-risk or expensive equipment operators?
- Prepared evidence of near-miss reporting and corrective actions?
- Outlined your return-to-work program and reduced claim durations?
- Confirmed supervisors' written responsibilities and training?
- Gathered proof of contractor management, emergency drills, and toolbox talks?
- Organized a one-page summary of results (fewer incidents, lower claims, improved accountability)?

Remember: It's the owner's responsibility to sell your risk management system to your broker. Don't assume they know what you're doing—show them. When you can prove your risks are actively managed, you give underwriters confidence and leverage for lower premiums.

**Get Simpler,  
Easier Safety Management  
in the palm of your hand.  
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