

# Loss Control Job Shadow

## Overview

- Review your agency's Loss Control resources and capabilities.
- Discuss how your Loss Control specialists get involved with prospects and clients.
- Review Loss Control solutions your agency has provided for several clients in the last 24 months and the resulting impact on safety and costs.
- Discuss how improvements from Loss Control solutions are tracked, quantified, and reported to clients.

## Steps

- Observe a Loss Control specialist present in a Closing Meeting with a Prospect.
- Observe a Loss Control specialist conducting a safety audit or safety training for one of your agency's clients

## Questions

- What is the role of Loss Control?
- How are your agency's Loss Control resources different than those available from carriers?
- How can Loss Control help you in the sales process with prospects?