

Focus Links

- Focus Website (Team Zone) <https://fcsmgmt.com/>
- Focus Client Visit hotel/flight request form https://docs.google.com/forms/d/e/1FAIpQLSe-fDa_AV2lbyT06MuGOhhbpUkRk5rDZv3GYRRmkRgmz_QM5A/viewform
- Pulpstream Link <https://us.pulpstream.com/vfr/index.html>
- Gallagher Bassett Website <https://gbriskcontrol.com/>

Common Terms

- Captive** The insurance program that the member belongs to (Churchill, Vision, etc.)
- CRI** **Captive Resources Insurance** (*Runs many of our captive programs – oversees Gallagher Bassett*)
- Artex** **Arthur J. Gallagher** (*Competitor of CRI above, also oversees Gallagher Bassett*)
- GB** **Gallagher Bassett** (*manages claims for CRI and Artex above*)
- RCR** **Risk Control Report** (*a summary of your visit or service for Captive Resources clients*)
- LTR** **Letter** (*a summary of your visit or service for Artex clients*)
- RCA** **Risk Control Assessment** (*a comprehensive evaluation of the members safety policies and procedures*)
- REC** **Recommendations** (*things the member needs to do to correct the issues you have identified*)
- AP** **Action Plan** (*Required to be completed for each member (SMART goal(s) and the steps you and the member will take to achieve them*)
- ELA** **Enhanced Loss Analysis** (*a deep-dive analysis of the members claims and losses*)
- Service Instructions** Unique for each captive program, the service instructions let the consultant know what the requirements and expectations are when servicing members of the captive.

Helpful Videos

- Andy Johnson – Being the best safety consultant https://drive.google.com/file/d/1qA4gaLcKFYZeM4_QRKdvNGERboZdWgAh/view?usp=share_link
- Focus - Sample Custom Videos https://drive.google.com/file/d/1lg_vMtHIGQPjHJHe5D2JGj7VGJ0qBWzr/view?usp=drive_link

Focus - Writing
Action Plans

https://drive.google.com/file/d/1liQJyA60m5trjWq8H-rxQLFWiWuDUaM1/view?usp=share_link

Focus – Writing
Recommendations

https://drive.google.com/file/d/1JNphf03AoxPzKDy1Oc_O1MQt7huiEX_7/view?usp=sharing

Focus – Completing
the Risk Control
Assessment

<https://drive.google.com/file/d/1phkcTsQlx04jbUbmibe5KY1rl68baULJ/view?usp=sharing>

Focus – Team Zone

<https://drive.google.com/file/d/14K8pL4PpN6LZmaZndo8sx2K6DtZ-W9X9/view?usp=sharing>

Helpful Websites

OSHA <https://www.osha.gov/>

1910 General
Industry Standards

<https://www.osha.gov/laws-regs/regulations/standardnumber/1910>

Bureau of Labor
Statistics summary
tables

<https://www.bls.gov/iif/nonfatal-injuries-and-illnesses-tables.htm#summary>

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<https://www.dir.ca.gov/samples/search/query.htm>

DOT Out of Service
Rates (OOS) by
company

<https://safer.fmcsa.dot.gov/CompanySnapshot.aspx>