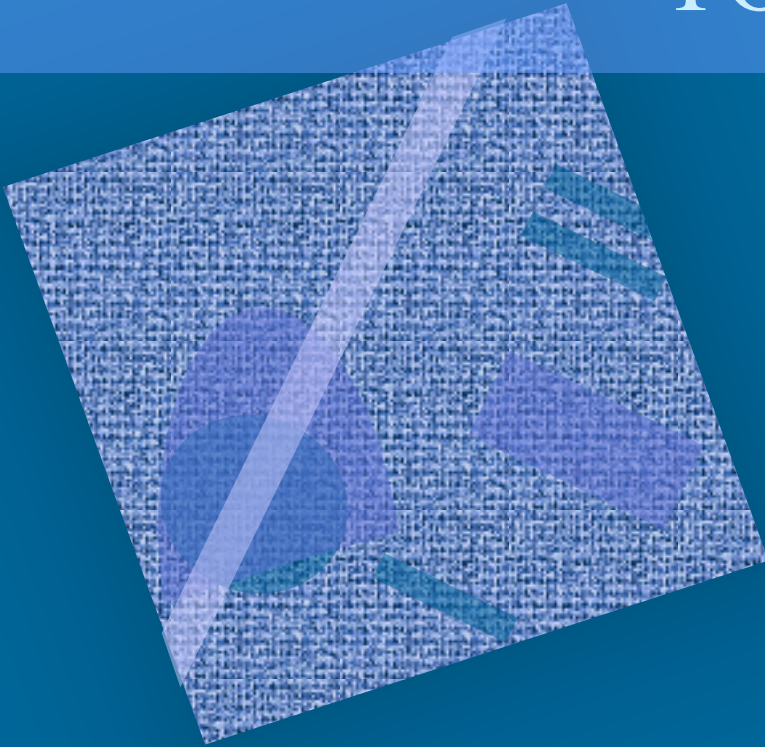


LEGAL ADVICE BEFORE
YOU NEED IT



HOW TO PREVENT
LAWSUITS

1. UNDERSTAND THE RISK

- Analyze all of the causes and consequences
- FORESEEABILITY not Probability
- Write it Down!

2. INVOLVE EVERYONE

- Don't work from the top down
- Involve ALL levels
- Create insight, buy in and ownership
- Need a Strategic Team

3. SET STANDARDS

- Exceed Regulatory Compliance
- Avoid Best Practices
- Rely on Due Diligence

4. INVOLVE EXPERTS

- Experts eliminate the Risk Management Trap
- You'll need them in Court
- Expert Blessing = Due Diligence

5. INVOLVE INSURERS

- This isn't just THEORY!
- Insurers' exclusion = Claim problems
- They know things you don't
- They are part of your team!

6. EMPHASIZE ACCOUNTABILITY

- Necessary for Every System
- Assigned accountability is a measure of commitment
- Internal and External
- Need to MEASURE UP!!

7. RAISE THE BAR ... CAREFULLY

- Don't commit to something you can't do
- Beware of Ticking Time Bombs
- Get a legal opinion

8. THIS IS AN INVESTMENT

Consider the cost of a Trial:

- Preparation
- Legal team
- Uncertain results
- Loss of strategic focus

8. THIS IS AN INVESTMENT

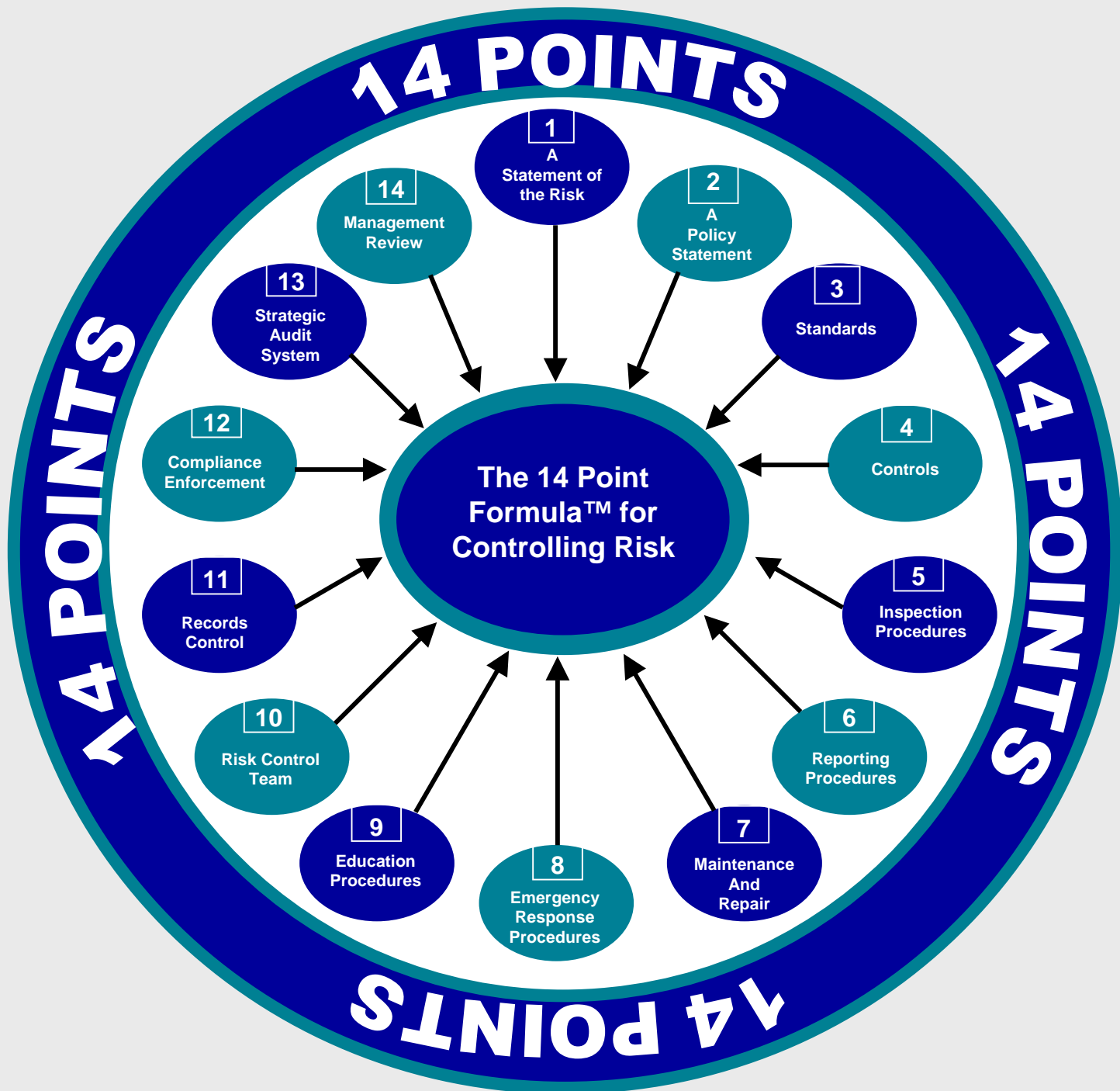
- Avoiding Trials is a Positive Investment
- Provides Certainty
- Preserves Strategic Focus
- Protects the Bottom Line

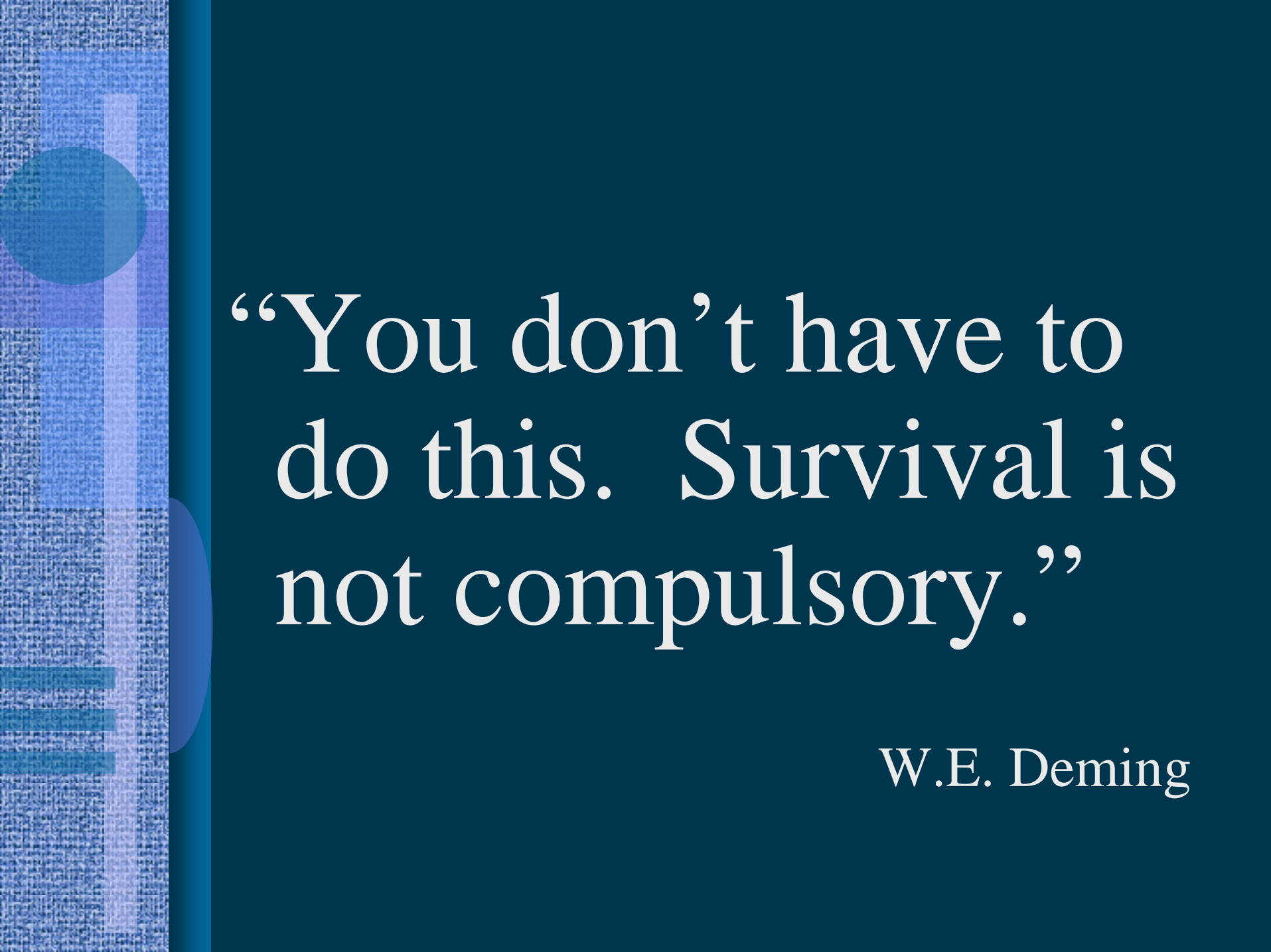
9. INVOLVE THE THREE P'S

- POLICY
- PROCEDURES
- PROOF

10. BE TRIAL READY

- An ounce of prevention ...
- Make sure that your systems work
- The Fourteen Point Formula™





“You don’t have to
do this. Survival is
not compulsory.”

W.E. Deming