

Workshop Notes
Whitfield United

Don't Let 'Em Get Ur Gold

Small Church Pastors Summit Sitting on a Gold Mine

Held January 27-28, 2012

Northwest Ministry Network

Presenter:

Sean King

VP, Whitfield's United Insurance

A graduate of the Northwest University in Kirkland, Sean has built a dynamic Non-Profit / Social and Human Services Insurance Practice. He has taken the education and expertise of his career and is using that knowledge to help organizations identify threats to their bottom line as well as leveraging their strengths.

For over a decade he has used his strategies to inspire and challenge individuals, teams, and organizations to achieve peak performance



The CEO Exchange™ Leadership Series consist of applicable lessons on how to identify and handle risk as well as practical steps to realize an organization's Real Bottom Line™.



DON'T LET 'EM GET UR GOLD WORKSHOP

HOW TO PROTECT THE ASSETS OF YOUR CHURCH BY FILLING COMMON GAPS IN RISK MANAGEMENT

HOW TO MANAGE RISK?

_____ AND _____ CAN OFTEN MASK THE UNDERLYING POTENTIAL FOR ADDITIONAL _____.

_____ - _____ CAN LEAD TO _____, _____ - _____ AND LOSS OF _____

WHAT ARE THE COMMON EXPOSURES THAT ORGANIZATIONS HAVE?

UNMANAGED EXPOSURES CAN CREATE _____, WHICH PROVIDE AN OPEN GATE TO THE _____ OF THE CHURCH.

EXAMPLES OF POTENTIAL PROPERTY GAPS:

EXAMPLES OF POTENTIAL LIABILITY GAPS:

*"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."
-- John Quincy Adams*

*"No executive has ever suffered because his subordinates were strong and effective."
-- Peter Drucker*

*"It is the nature of man to rise to greatness if greatness is expected of him."
-- John Steinbeck*

*"I can't believe that" said Alice. "Can't you?" the queen said in a pitying tone. "Try again, draw a long breath, and shut your eyes." Alice laughed. "There's no use trying," she said. "One can't believe impossible things." "I dare say you haven't had much practice," said the queen. "When I was your age, I always did it for half an hour a day. Why sometimes I've believed as many as six impossible things before breakfast."
-Lewis Carroll*

What are the leading causes of concern for non-profit organizations?

Litigation and Managing Human Capitol

Managing our Fiduciary Responsibilities

Identifying and addressing New Technology Risks

RISK MANAGEMENT FUNDAMENTALS:

1. _____ LOSS EXPOSURES – WHAT COULD CAUSE A CLAIM?
2. _____ LOSS EXPOSURES – WHAT WOULD THE RESULTS BE?
3. _____ FEASIBLE RISK MANAGEMENT _____ - HOW DO WE REDUCE THE LIKELIHOOD OF A CLAIM OR REDUCE ITS SEVERITY?
4. _____ THE BEST TECHNIQUE
5. _____ THE TECHNIQUE
6. _____ THE RESULTS AND CHANGE AS NEEDED

THERE ARE FOUR WAYS TO HANDLE IDENTIFIED LOSS EXPOSURES

FOR EVERY OPPORTUNITY OR IDEA, THE BEST ORGANIZATIONS ASK FOUR KEY QUESTIONS:

- 1) WHAT _____ MUST BE IN PLACE AND HOW DO WE PREVENT LOSSES
- 2) IF THIS IS AN ACTIVITY THAT WE CANNOT CONTROL, SHOULD WE _____ IT ALL TOGETHER?
- 3) IF WE CANNOT CONTROL OR AVOID THE EXPOSURE, ARE WE ABLE TO _____ LOSSES, SHOULD THEY OCCUR?
- 4) IS THERE A WAY TO _____ THIS VIA A CONTRACT OR AGREEMENT TO SOMEONE ELSE

METHODS TO CONTROL EXPOSURES:

METHODS TO TRANSFER EXPOSURES:

- _____
3 KEY ENDORSEMENTS:

- _____
