

Transforming Workers' Comp



Ettie Schoor
President, PRISM

Ettie Schoor, president of PRISM, is known for transforming every workers' comp program her team touches, large or small.

Benjamin Ganz, owner of Hastings Hide Inc. in Lawrence, N.Y., was faced with rising rates and possibly being forced to seek coverage from the state pool. But things turned around when Schoor stepped in, he said. Not only did premiums decrease by 25 percent to 30 percent, but Schoor and her team "changed the whole way we deal with workers' comp."

Abigail House for Nursing & Rehabilitation in Camden, N.J. was struggling with an increase in claims, so finance executive Simon Young called Schoor. Since then, the company has lowered premiums and has an entirely new perspective on claims. "Sometimes claims can balloon into a monstrosity," said Young. "They nip it in the bud. ... They follow everything along — it's like an extra person in HR. They're unbelievable."

One property management client was dealing with a patchwork of workers' comp policies for the 11 states it operated in. The company had tried unsuccessfully to find a carrier to write its entire program. They eventually turned to Schoor for help.

Schoor's carrier contacts knew that losses would decrease once PRISM was handling the claims. That helped secure two competitive options, a loss sensitive plan and a guarantee cost plan. The client decided to bind the guarantee cost policy for all states except Ohio with a premium that was nearly \$323,000 less than previous estimates.