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More classes to be added soon!



*Seasons Greetings from all of us at
Safety Results!*

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Safety – What’s In it For Me?

by Alan D. Quilley CRSP

Adapted From :

“MORE Creating and Maintaining a Practical Based Safety Culture© Turning Intention into Action”

As small to medium-size business owners or leaders, we’re often challenged to balance profit with investment. During good times when workflows are constant and client calls are challenging us to do more with less, it’s difficult to focus on the basics of our business. If we’re to be successful, we need to focus our success on the fundamentals. Quality of our work, meeting customer expectations and ensuring profits is all pretty easily put front and centre in our daily routines. What sometimes gets lost are the fundamental reasons why we would take care of the safety of our employees. Let’s take a look at the real reasons we spend our valuable time and money on our safety efforts.

We can start by looking at the three substantial reasons we invest at all. We are looking for a legal, moral and financial payback for our investments.

Legal

I can’t imagine any business looking to advertise their services by being a front-page news item after they’ve been charged with violations of safety law. If you were looking for a way to drive customers and clients away, this would be it!

Not many of us want to be associated with companies who are not good corporate citizens. We expect our associations to be based on, and with, companies and people who do what our society thinks is the legal way to operate. If you want your business to thrive you can’t be seen as providing services by NOT meeting your legal obligations.

Even though employers are rarely prosecuted for OH&S violations, running the risk of worker injury and potentially being charged with a safety legislation violation is simply NOT good for your contracting business. In addition, work stoppage for violations and investigations is just not going to help you get the job done. Safety pays by minimizing the chance that your work plans will fall apart due to unplanned events such as injury incidents or government stop work orders.

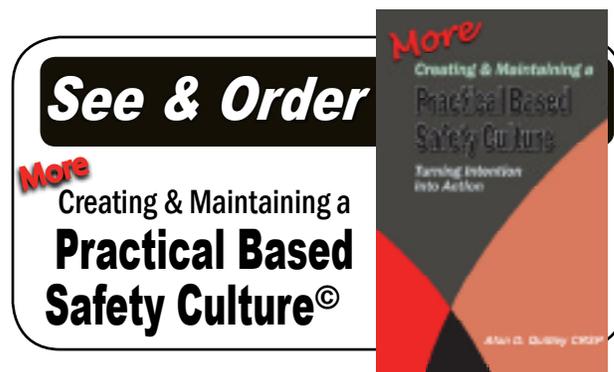
Moral

In a competitive world economy, where workers are becoming a scarce resource and clients are seeking the moral high ground to increase investment by shareholders, many investors are looking to invest in “ethical stocks”. Personally, I avoid investing in any company that doesn’t understand that their moral and ethical responsibility is to create profit without injuring their people or the environment we live in. If a company isn’t clever enough to understand that safety is good business, then I certainly don’t think they are clever enough to be making a profit. Most certainly, in the short term, companies can show a profit by avoiding their safety obligations, but the law of risks tells us that sooner or later the cost of doing business illegally and immorally will be paid. Any previous profit soon disappears.

Financial

Obviously, the cost of worker injury is huge. Workers’ Compensation Boards across our country recognize that poor performers will be discouraged to continue to injure workers by ever increasing rates. There is a multiplying factor to the cost of injury. If a WCB is going to pay a worker injury claim, there is a guarantee that the premiums collected in the future will reflect their higher financial risk to insure your company.

In real terms, a business needs to bring in profit to pay their bills. Ask yourself how much work your company would need to do to pay for a serious work-related injury? Make no mistake,



of course you have Workers Compensation coverage, but there will be dramatic increases in your rates should your workers claim work-related injuries. We need to control those costs by simply NOT having the injuries and illnesses in the first place. If that isn't enough financial incentive for us to have a well-functioning safety effort in our companies, then surely having to replace a well-trained worker who's been injured won't be hard to calculate. A ten-year veteran worker in your company is worth a great deal to the productivity and profit of your company. What would happen to your profitability should one of your key employees not be able to come to work for an extended period of time because of a work-related injury?

Let's face it, when we invest in safety, we'll seldom know exactly what we've saved and what we've really gotten out of all of our efforts. What we do know for certain is what legal, moral and financial costs we'll experience if we don't!

Safety Results Annual Holiday Break

Safety Results is taking a holiday break from December 20, 2019 through January 5, 2020 inclusive.

Alan and Marie are still available via email and phone, however, product orders will not be processed during this time period.

We hope that you and yours have a wonderful holiday season.

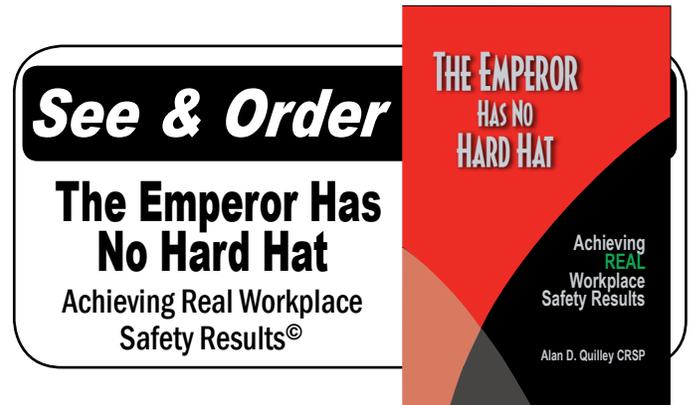
Call for Sponsors for our Workshops!

Safety Results is looking to bring our CRST and CRSP Workshops to YOU! We're developing a plan to travel across Canada to assist folks who are seeking their professional designations using our awesome prep study materials.

We are looking for sponsors to host and help us promote our Workshops in your area. Ideally linking with Safety Associations/Groups and/or large employers who would have:

- 1) The space for us to use to ensure an economic delivery for our clients and your employees/members/clients,
- 2) The ability and resources to promote the workshops to ensure that we meet our minimum registration requirements.

Please reach out to **Marie** if you would like to discuss or have some ideas for us to consider.



On The Net

From OHS Canada Magazine:

“Navigating the new world of safety communications” by Alan D Quilley CRSP

From CCOHS.CA:

Prevent the Spread - 5 Healthy Hygiene Habits

Flu and Infectious Disease Outbreaks

From COS Magazine:

Saskatchewan experiencing workplace ‘fatalities and injuries crisis’: Union

From OHS Insider

Prepare Workers for those Winter Driving Hazards

From the Red Cross

Manage Stress at the Source

Compliments for our CRST Examination Preparation Workshops and Study Material

“It was extra challenging without (the) BCRSP study guides... (Note: the BCRSP has not created Study Guides for this designation)

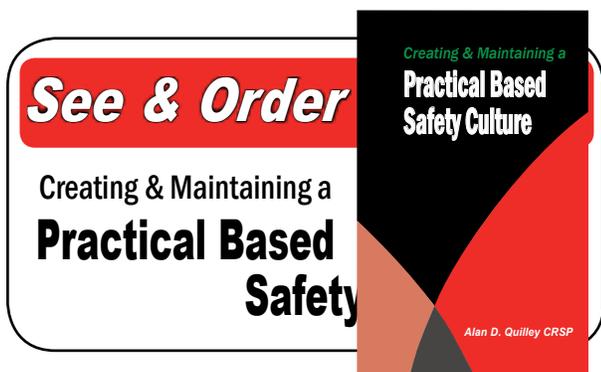
I am grateful to Safety Results for creating the CRST study materials, manual and practice exams alike. The manual guided my studying and the practice exams helped me to find my knowledge gaps and where I needed to study more. I focused my studying on what was in the manual, and it paid off as I have received confirmation that I successfully passed the exam. I am very pleased and proud. Thanks!”

CRST Examination Preparation Workshops and Study Material

We offer a Study Manual and Workbook specifically for those preparing for the CRSTEX. We've already heard from candidates that were advised by other providers to simply study from their CRSPEX material; unfortunately those candidates were not successful. Using study material for the wrong exam is a bad idea... ensure you are using our study material for the **RIGHT** exam!

Our next CRST Examination Preparation Workshop is taking place January 10 - 12, 2020.

We also offer the same material our students receive in our Workshops for sale on our website. Currently, we offer a CRST Examination Preparation Manual and Workbook. For more information, please visit this [page](#).



CSSE Member Discount!

Don't forget that we offer a 10% discount on our CRSP and CRST Workshops as well as study material to current members in good standing of the CSSE! Please contact [Marie](#) for more details.

Alan's LinkedIn CRST & CRSP Study Groups

Alan created this LinkedIn group for those that are planning on writing the exam to discuss study strategies and tips. Join us at:

[CRSP & CRST Exam Preparation Study Group - Sponsored by Safety Results Ltd.](#)

Compliments for our CRSP Examination Preparation Workshops and Study Material

"Alan is one of the best in the business, I strongly recommend attending one of his Workshops His knowledge and attention to detail are very apparent once you start flipping through his material".

"I just wanted to let you know that I was successful in passing my CRSP exam that I wrote in February of 2019.

I want to thank you and Alan for everything Safety Results provided to me while I prepped for this exam".

"I found the CRSP Examination Preparation Workshop very helpful in achieving my goal towards obtaining my CRSP designation.

The study materials are professionally designed, well organized and of top quality.

As a mature student, the information and guidance was very helpful in setting up a personal study plan and to focus on the competencies that required additional study.

Alan and Marie made everyone feel comfortable and welcomed.

Safety is about people and engaging them and this workshop hits both those marks.

Thank you Alan and Marie!"

"I am pleased to let you know that I wrote on February 15th and just found out that I passed the CRSP Examination!"

I wanted to thank you and Alan for your program. It was recommended to me by a coworker. He said he believes that taking the course was one of the main reasons that he passed the exam and I can now say the same thing. Thanks again!"

Congratulations and thank you for your wonderful comments! We really enjoy receiving testimonials such as these!

CRSP EXAMINATION PREPARATION WORKSHOPS

Sherwood Park

January 15 - 17, 2020

More classes for 2020 will be added soon!

Our intense 3-day CRSP Examination Preparation Workshop fee is \$999.00 + GST. Here's why we know we can help and why you should thoroughly investigate before choosing your CRSP Examination Preparation Workshop and product provider.

Our Workshop price includes the following:

- Study material continuously updated to the current 2015 BCRSP Exam Blueprint
- Our Manual, Workbook, Series 1 and Series 2 Multiple Choice FlashCards
- Our Handbook that contains more practice questions and answers (Handbook is available *only* to participants at the workshop)
- Material is enclosed in a coveted Safety Results canvas attaché bag which includes pen, highlighter, calculator, notebook for notes and Post-its.
- Lunches and refreshment breaks
- Special offer – We were the first workshop provider with a special offer for participants of our Workshop: If you challenge the CRSP exam and are unsuccessful, you may attend another sponsored Safety Results Ltd. CRSP Examination Preparation Workshop. Workshop must be based on the 2015 BCRSP Blueprint and additional conditions apply - please inquire for details.

When broken down, the value-added features, the quality of our material and our instructor cannot be beat. We've been training adults for 20+ years and we're extremely proud of what we offer.

What makes us different?

- In a nutshell, everything. We were the first provider with a special offer (see above). We've kept statistics on our pass rate... and recently determined that we are holding a 97% pass rate for those that have either taken our workshop/purchased all of the study material, and stayed in touch with us. We've had students that have taken our Workshop after taking other providers' and all have overwhelmingly informed us that ours is of significantly higher quality, not only due our content, process and format, but also due our instructor, Alan Quilley.

"It's really important to know who is trying to teach you something". - Alan D Quilley CRSP

Alan Quilley CRSP is our engaging, dynamic instructor and he will teach you how to study, and truly demonstrate that you can enjoy learning. He's a **proven industry leader in safety**, a working CRSP who not only consults, but also trains within North America and internationally. He actively works with companies, helping them create their Health and Safety programs. He doesn't just teach it, he lives it. With his decades of practical experience in OH&S, highly qualified in adult education and the techniques to help you focus your studies, why would you look elsewhere? When selecting a Workshop/products, take the time to research. What have other providers done? What are they doing now? From the feedback that we've received from our workshop participants, we're sure you will enjoy Alan's teaching style. Safety training doesn't have to be dry and boring.

Our format is the best, and we've been told that. Over and over again. Don't get taken in by the less expensive options. We offer high value and complete quality in everything we do and we stand behind our products and Workshops. For more details and to register, please visit our [CRSP Workshops](#) page.

And remember that if you are unable to attend one of our Workshops, you can purchase the very same Manual, Workbook, Multiple Choice/Quick Answer and Long Answer FlashCards that our students receive in our Workshops. Visit our [CRSP Exam Prep Materials](#) page for more details!