

# Willis A&E

## 2020 Webinar Program Descriptions

Register at: [www.WillisAE.com](http://www.WillisAE.com)

January 13<sup>th</sup>

### **Risk Impact on Performance and Profitability for the Design Firm**

We will be kicking off the new year with a presentation from Tim Corbett, President of Smart Risk, on his findings from their recent industry surveys and interviews with leading A&E insurance carriers and design firms. Tim will share his report on claim trends within the A&E industry along with the correlation between effective enterprise wide risk management programs, and the performance and profitability of design firms. We will wrap up the program with a review of Willis Towers Watson's *Market Realities Report* and discuss our market outlook for 2020 for the design and construction industry.

♥ February 14<sup>th</sup>

### **Valentine Special: "See Dick Build Watch Jane Sue"**

Love is in the air once again and you won't want to miss our annual Willis A&E Valentine special: *See Dick Build Watch Jane Sue!* Every year we spice this program up as we consider the important and evolving "Go/No-Go" decisions every design firm must make when evaluating new project opportunities and prospective clients. This is a great time of year to think about relationships – and who you want to spend your time with. We will again be joined by some special guests for an interactive discussion around some critical considerations when it comes to evaluating prospective projects, project team capabilities, financials, contracts and client selection.

March 9<sup>th</sup>

### **Emerging Risks in Design & Construction**

Design firms often take on a disproportionate amount of risk versus reward – and must manage a wide range of complex and evolving risks. This program will take a hard look at emerging risks that the design professional will need to address and ultimately assume and control in order to mitigate their exposures to costly claims and client disputes. The emerging risks we will discuss include evolving standard of care, fiduciary, scope creep, cyber, BIM, fiduciary, climate change, alternative delivery and staffing. Join us and our special panel for an interactive discussion on these emerging risk trends - and some practical risk management tips.

April 13<sup>th</sup>

### **COVID-19 A&E Risk Management Issues and Advice**

Join us for a panel discussion on risk management issues facing architects and engineers in the wake of the COVID-19 crisis. Dan Buelow, Managing Director of Willis A&E, will moderate a panel discussion with David Ericksen, attorney for the San Francisco law firm, Severson Werson, Andrew Mendelson, head of Risk Management for Berkley DP, and Jim Schwartz, head of Beazley A&E group for North America. Our panelists will address the contractual and documentation considerations design professional firms should be considering specific to Force Majeure and delay exposures; Virtual design and working remotely – best practices and inherent risks; best practices to managing on-going CA responsibilities; and crisis management. We will be polling our attendees throughout the program to share concerns, challenges and best practices in dealing with the impact of this pandemic.

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**May 11<sup>th</sup>**

### **Health Safety Welfare & Ethics for the Architect and Engineer**

What are the ethical obligations of the Design Professional when it comes to the health, safety and welfare of the general public? Jeff Coleman, from Coleman Law, will be presenting his very popular program to address this very question. What are the potential risks and liabilities to the Design Professional surrounding accessibility, energy efficiency, issues relative to conflicts between existing codes and client requests? What steps should you take in the event an error or omission is discovered? This promises to be a lively discussion on these questions as well as rules and regulations governing the architecture practice – and the ethical often complex issues Design firms. **This program is approved for ethic credits as required in some states in addition to HSW credits.**

**June 8<sup>th</sup>**

### **Managing CA Risk: Dotting the t's and Crossing the i's!**

This webinar will review the pitfalls and opportunities design firms face when it comes to construction administration. For this special program we will have an interactive discussion on issues relative to site visits, duties and the inherent risks. This program will review non-compliant work, reduction and elimination of your role, scope creep and handling requests to terminate contractors as well reduced or terminated site visit responsibilities. We will also review the critical role effective communication and documentation practices play in making CA an important risk management tool for the design firm.

**July 13<sup>th</sup>**

### **Managing Design Build Risk**

David Hatem will return for another in depth discussion on managing evolving Design-Build risk. David will review a claim scenario where the Constructor on a design-bid-build project asserts claims against the project owner for substantial additional costs and delays allegedly due to (a) design errors and omissions and (b) owner failure to pay for contract and extra work, and interference with the Constructors performance of the Work. From this claim scenario a number of important issues will be reviewed that impact not only resolution of the Constructors claims against the Owner, but also the health and future of the Design Professionals relationship with the Owner. The key to maintenance (and growth) of success in that relationship often depends upon how the Owner and Design Professional interact with each other in the resolution of those Constructor claims.

**August 10<sup>th</sup>**

### **Claim Stories Around The Campfire**

Summer is here and it's time to gather around the campfire and tell some scary claim stories. Join us as for an interactive discussion on claim trends and specific risk management tips A&E firm's should consider in order to mitigate their risk from costly claims and client disputes. Dan Buelow, Managing Director of Willis A&E will moderate a discussion between two seasoned A&E claims campers: Bob Stanton, VP of Claim for Willis A&E and Anthony Carolei, VP of A&E Claims for Hanover Insurance Company. Join us for a lively panel discussion on some actual claims and valuable lessons learned. A great program for the all levels of staff!

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**September 14<sup>th</sup>**

### **Conflict in Codes, Costs & Clients**

Based on the claim being presented against design professionals, there are three areas of specific concern; conflicts in Codes, Costs, & Clients. Since 2008, an area of substantial increases in claims for the design community has been code interpretation. This program investigates why this sudden surge in claims is taking place, and what design firms must do to prevent facing claims for code violations. Owners are pressing for final costs earlier in the life of a project and designers are often required to provide final costs without the benefit of having completed documents. This program examines this growing trend and presents ways of addressing the challenges of the clients' demands.

**October 26<sup>th</sup>**

### **Halloween Special: Contracts from Hell!!**

Dress up and join us for our annual Willis A&E Halloween webinar special: *Contracts from Hell!!* We will be taking another look back at some of the scariest contract clauses our A&E clients have been spooked with over the last year. This special webinar promises to scare you straight and prepare you for that next horrific Owner drafted contract. Once again we will discuss some practical tips on how to negotiate fair and insurable professional agreements. Dan Buelow, Managing Director of Willis A&E, will moderate a discussion on how best to recognize and negotiate these spooky contractual risks with the help of two scary dudes: Bob Stanton, VP President of Claims for Willis A&E and Doug Palandech, from the law firm Foran Glennon Palandech. This is a fun program for all staff.

**November 9<sup>th</sup>**

### **From Scope Creep to Profitability**

Change is a key challenge to a basic premise of project management: the control of resources to meet a certain objective by a specific date within a finite budget. Scope creep happens when there is an expansion of services provided without a corresponding increase in the design professionals fees or recognition of additional risk exposure. Change is inevitable, but scope creep is not. This workshop will help you learn the triggers for change and how to manage the change process to maintain your client relationships and your firms profitability through the use of some invaluable risk management tips – and effective communication and documentation practices.

**December 14<sup>th</sup>**

### **Communication and Documentation**

Most claims against A&E firms are rooted in poor communications and documentation practices. Join us for an interactive discussion around this critical topic and often neglected area of risk management within the Design practice: effective communication and documentation. Dan Buelow, Managing Director of Willis A&E, will moderate this discussion with the help of a special panel of risk management experts to review the challenges and exposures associated with poor communication and documentation within the design and construction practice. This program will offer practical measures your firm can take to establish and manage expectations – and implement effective documentations practices to reduce your risk to costly claims and client disputes.