

JONES

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When

Wednesday, June 27, 2018
from 8:00AM to 10:30AM EST

Where

Raleigh Country Club
400 Donald Ross Dr.
Raleigh, NC 27610

Contact

Kristi Eiland
Office Administrator
Jones Insurance Agency
events@jones-insurance.com
919-772-0233



Business Owners Conference Taking Control of Workers Compensation

Wednesday, June 27, 2018

Sponsored by:
Jones Insurance Agency, Inc.
United Heartland

Learn about Best Practices that can reduce your costs and your lost time:

- Pre-employment screening to prevent “hiring a claim”
- Safety committees to reduce accidents
- Return to Work programs
- Establish your own Preferred Provider Network
- Drug testing
- Post-offer/pre-employment medical questionnaires

This Conference is designed for questions and interactive dialogue among the attendees and the experts. Panelists include:

Debra Lord, PT, Owner (Job Ready Services)

Mark Marshburn, BA, Vice- President, Marketing (Carolina Case Management)

Brian Grey, AIC, ARM, WCLS (United Heartland)

- Light breakfast items will be available
- No cost to our invitees

Registration and coffee from 8:00 am – 8:30 am.
Discussion from 8:30 am – 10:30 am.



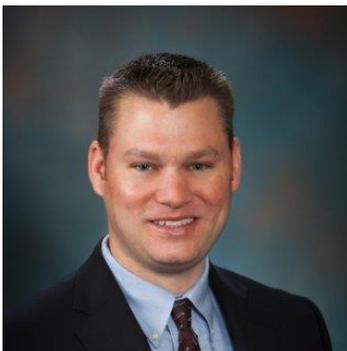
Debra Lord, PT

Debra Lord is a graduate of the University of North Carolina in Chapel Hill where she received her degree in Physical Therapy in 1976. She began her career in orthopedic rehab in the Raleigh area in 1977. In 1998, she developed the industrial rehab department at Raleigh Orthopedic Clinic. Also, at this time, she became a Certified Evaluator of the WorkSTEPS™ Functional Testing product. In response to the expanding needs of the industrial community, she opened Job Ready Services, LLC in April 2006, specializing in industrial services to employers, injured workers and the worker's compensation community utilizing the WorkSTEPS™ model as the primary practice product. She annually retains certification in the WorkSTEPS™ program and has been awarded the ACE Award for 6 years. The award is presented by WorkSTEPS™ to recognize outstanding achievement in the area of Functional Capacity Evaluations. Her vast clinical experience in all aspects of orthopedic and industrial services has led her to speak at numerous seminars and conferences across the state.



Mark Marshburn, BA, Vice-President, Marketing

Mark earned a BA degree in Business Economics from North Carolina State University in 1985. His employment history includes eight years in personal and business financial consulting with a financial securities firm and three years in departmental supervision and management at UNC Hospitals in Chapel Hill. As Vice President of Marketing, Mark now works closely with the rehabilitation community to ensure quality case management services and unsurpassed customer satisfaction. Mark and his wife, Carla, live in Wake Forest with their three children, Patrick, Caroline and Sydney.



Brian Grey, AIC, ARM, WCLS

Brian joined the United Heartland team in 2011 as a senior claims representative before becoming a client relations consultant. Brian has more than 17 years of experience in the workers' compensation insurance industry. He has a bachelor's degree in criminal justice from the University of North Carolina at Charlotte. He also earned his Associate in Claims (AIC), Associate in Risk Management (ARM), and Workers' compensation Law Specialist (WCLS) designations and is pursuing his Chartered Property Casualty Underwriter (CPCU) designation as well.