



## Joe Zinobile

Workers Compensation Health & Safety Training Specialist PA Dept of L&I Bur of Workers Comp Health & Safety Division

Credentials:

CSP, OHST, CIT, ARM-P, AIC, CPCU, AIS, AMIM, APA, CLCS, BS Business Admin.

Joe's decades-long Risk Management career has included positions as Insurance Broker, Risk Management Consultant, and Safety Specialist/Consultant/Trainer.

Clients include Fortune 500 and Global 500 companies and substantial non-profit organizations. Results have included millions of dollars in annual reductions in clients' insurance premiums and very large reductions in Workers Comp claims (which is primarily what drove insurance premiums down). Of course, the most significant achievement was preventing severe injuries and fatalities, as the clients' statistics prove.