



# FORE YOUR SAFETY!

Promoting Tournament Safety for Employees, Volunteers, Players, and Guests

## The Hidden Impact of Poor Safety

First things first, promoting and enforcing safety best practices is about protecting people! The well-being of PGA TOUR guests, volunteers, players and staff is the number one reason to operate safely.

That said, there is no denying that minimizing losses can also impact your bottom line! A safe event will not only protect the people involved but will also benefit the overall financial performance of the event.

### Initial Costs

A common misconception stems from the idea that tournament insurance will pay for all losses.

Remember, most insurance companies are “for profit” businesses, so when a loss occurs the insurance company will be looking to recoup those losses down the road by increasing future premiums. **Any increase in premiums or the cost of meeting your deductible will reduce tournament proceeds.**

In addition to higher premiums, your event may have a hard time keeping an insurance carrier if your event has started a bad trend of losses year after year.

### Iceberg Costs

Most people do not realize the “true” cost of an accident. There are numerous “iceberg” or unseen costs that will have a financial and time toll on your event.



Premium increases and deductible costs are the portion of the iceberg that is visible and direct, however the unseen costs have the potential to “sink your ship”.

Unseen costs such as employee disruption, decreased morale, wage compensation for an injured employee, retraining of a new employee, equipment replacement or repair, legal fees and paperwork to name a few will have profound effects on the efficiency and success of your event.

These hidden or indirect costs have the potential to effect your event for months and even years.

### Hidden Savings

Just as there are hidden costs, there are great hidden savings as well! Minimizing losses will increase the morale and productivity of the entire tournament team. Think about the effect an injury to a star football player has on the rest of the team both mentally and physically.



An injury may be the deciding factor that determines the winner of the game or in your case, could be the difference between a profitable year.

Minimizing losses will produce higher gains for your event and most importantly the local charities that depend on the annual donations.