



CELEBRATING  
*20 Years*

NEWS | OCTOBER 2017



**Employee Spotlight:**

Judy Carney

Judy Carney, C.P.A., Director of Accounting Services, has over nine years of public accounting

## Company Nurse 20<sup>th</sup> Anniversary Part 1: When Disrupting an Industry is Before its Time

### Carving out a niche requires adaptation, forward thinking and finding solutions

Timing was not right for me when I launched Company Nurse in 1997. Company Nurse provided a new service beyond the traditional provision insurance and loss control services that employers and insurance agents were used to – Company Nurse was a little ahead of its time.

For the full article, [click here](#).

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## Company Nurse's 20<sup>th</sup> Anniversary Part 2: 20 Years of Innovation

### Evolution of the workers' compensation and insurance industries - driven to find solutions

To put it simply, there is a lot of innovation in insurance today. V.J. Dowling, founder of Dowling & Partners Securities, so eloquently shared at the CWC & Risk Conference in September that he has been watching the property and casualty industry for 30 years, and the pace of change that is going on in the insurance industry is rapid as of late.

For the full article, [click here](#).



experience and eight years of pharmacy benefits management experience. She oversees day-to-day accounting activity including billing, payables, payroll, collections, miscellaneous client issues and special projects.

Carney isn't afraid to bring new ideas to the table. She appreciates that, at Company Nurse, if there is an opportunity you are interested in that you will generally have the green light to pursue it. Most recently, she embraced one of the company pillars of "driven to find solutions" and volunteered to make cold calls to potential customers - to have a direct hand in making a positive impact to the bottom line.

What she enjoys most about Company Nurse? The team and culture, "Everyone is thoughtful and cares about each other, much like a family." Carney joined the Company Nurse team just over five years ago after taking some time off from her career to be with her daughters while they were still young. She recalls that among the most appealing elements of Company Nurse was its family-like environment. She certainly is family to us.

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### Take a Listen!

In this podcast, Company Nurse Founder Paul Binsfeld shares his advice for young entrepreneurs and describes the reasons for choosing to complete his MBA at Business School Lausanne in Switzerland.

Click [here](#) to listen!

## Conference Season is Upon Us

*What is your recipe for success in the workers' comp sector?*

We are on the heels of a jam-packed month of conferences! What was the lineup? First, the California Workers' Compensation & Risk Conference, Dana Point, then CAJPA in Lake Tahoe and the Entrepreneurial Insurance Symposium in Dallas, followed closely behind by STRIMA in Montana, and finally the AGRIP Educational Forum in Baltimore. In case you missed any of these conferences, let me fill you in.

For the full article, [click here](#).



## Where are we going?

Find us on the road participating in the following upcoming events.

- Oct. 1-4: [AGRIP Fall Educational Forum](#) - Baltimore, MD
- Dec. 6-8: [National Workers' Compensation & Disability Conference](#) - Las Vegas, NV



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