



THE MARYLAND CHAPTER of the  
Construction Financial Management Association  
Presents:

**Executive Education Series**

**Navigating Wrap-Up Insurance Programs  
from a Contractor Perspective**

*Presented by:*

**Christopher M. Keith, Producer, The Graham Company**

**Franz K. Wagner, P.E., Vice President, The Graham Company**

**Tuesday, May 10, 2011**

Registration & Continental Breakfast: 7:30 AM – 8:00 AM

Program: 8:00 AM – 9:30 AM

Questions: 9:30 AM – 10:00 AM

**WORKSHOP LOCATION:**

**KatzAbosch**

**9690 Deereco Rd**

**Suite 405**

**Timonium, MD 21093**

*This seminar is focused on providing insight as to how Wrap-Up Programs work and how they can potentially impact a contractor.*

*The agenda is as follows:*

- 1. Introduction to Wrap-Up Insurance Programs*
- 2. Pricing Your Bid Appropriately*
- 3. The Contractor Enrollment Process*
- 4. Experience Modification Factor Implications*
- 5. Claims Management Considerations*
- 6. Safety and Loss Control*
- 7. Insurance Coverage Considerations for Contractors Enrolled in a Wrap-Up*

**SPACE IS LIMITED – REGISTER TODAY!**



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Suite 405  
Timonium, MD 21093**

**Registration Form**

Name/Title: \_\_\_\_\_  
Company Name: \_\_\_\_\_  
Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

Name/Title: \_\_\_\_\_  
Company Name: \_\_\_\_\_  
Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_  
E-Mail: \_\_\_\_\_

**REGISTRATION FEES**

**CFMA Members:       \$25.00**  
**Non-Members:        \$35.00**

**TOTAL ENCLOSED: \_\_\_\_\_**

**PAYMENT INFORMATION**

Checks made payable to: *CFMA – Maryland Chapter*

**Return Registration & Check (made payable to *CFMA – Maryland Chapter*) to:**

**Bruce Tabler  
Commercial Interiors of Maryland, Inc.  
7464 New Ridge Road, Suite 5  
Hanover, MD 21076  
Phone: (410) 859-4141  
Email: [btabler@commercial-interiors.com](mailto:btabler@commercial-interiors.com)**