



# NEWS RELEASE

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## FOR IMMEDIATE RELEASE

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### **FASA CD-ROM on Insurance Wrap-Ups Reveals Hidden Risks**

ALEXANDRIA, Va. — Do you have questions about consolidated insurance programs (CIPs), or “wrap-ups”? Not sure why or how you should request a review of a CIP policy prior to entering into contract? Unsure about how wrap-ups are supposed to replace your standard coverage? As many subcontractors know, risk transfer can be costly. Learn what you need to know to protect your profits by purchasing the most recent multimedia CD-ROM published by the Foundation of the American Subcontractors Association (FASA), “Mind the Gaps: What Subcontractors Need To Know Before Jumping On Board an OCIP or CCIP Project.”

Presented by risk transfer guru and construction veteran Richard Usher, Hill & Usher LLC, Phoenix, Ariz., the two-hour program contained on this easy-to-use CD-ROM offers advice on what every subcontractor needs to know before agreeing to work under an owner-controlled insurance program (OCIP) or contractor-controlled insurance program (CCIP).

A typical OCIP or CCIP project exposes subcontractors to risk and expenses in ways that are not always easy to anticipate. Learn critical questions to ask regarding the coverage, limits, and potential administrative burdens of wrap-up insurance programs. Don't pay the wrap-up premium and end up later regretting that you did not ask the right questions up-front. Look before you leap and be ready to decide when jumping on board is not right for you.

The “Mind the Gaps: What Subcontractors Need To Know Before Jumping On Board an OCIP or CCIP Project” CD-ROM contains an audio-visual recording of a live webcast, a media player to install on your computer, and installation instructions. The cost is \$65 for members of the American Subcontractors Association and \$95 for nonmembers. Order this resource online through FASA's Contractors' Knowledge Depot at [www.contractorsknowledgenetwork.org](http://www.contractorsknowledgenetwork.org) or call toll-free 1-888-374-3133.

FASA was established in 1987 as a 501(c)(3) tax-exempt entity to support research, education and public awareness. Through its Contractors' Knowledge Network, FASA is committed to forging and exploring the critical issues shaping subcontractors and specialty trade contractors in the construction industry. FASA works to improve the business practices in the construction industry through research, education and the dissemination of information.

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**Media contacts: Call (703) 684-3450, Ext. 1317, for a review copy of the CD-ROM.**