



Opportunity is Knocking!

We have become aware of a unique opportunity that we would like to present to you. You may already be aware that SB 1343 was recently signed into law. It requires **employers of 5 or more employees** to provide sexual harassment training to their supervisors, managers AND their employees (including temps and seasonal employees) before January 1, 2020 and every two years thereafter. The supervisor training is mandated to last 2 hours and the employee training lasts 1 hour. Temps and seasonal employees have to be trained within 30 days or 100 hours of employment—whichever comes first. The training is interactive and everyone gets a certificate.

We both are part of our clients' inner circle of trusted advisors so we should be the first to offer them a way to meet this requirement painlessly. Here is a link where you can learn more about this new law: <https://www.jacksonlewis.com/publication/new-california-law-requires-sexual-harassment-prevention-training-supervisors-and-non-supervisors>

We have been providing this training in English and Spanish since 2005 and have had very good reviews for both the supervisor and the employee trainings. (If you would like to see testimonials, we will gladly provide them.) With the advent of this new CA law, we are proposing that we **work together** to make this training available to all our clients.

We will be offering this training in three formats:

- 1) As we do now for each individual client delivered in person at their facility;
- 2) Online, and
- 3) For larger groups of multiple clients at a hotel or conference facility.

If you want to refer your clients to us, here is the **RETAIL** pricing:

- At the client's facility, the cost is \$1250 for supervisor training and \$950 for employee training (plus expenses);
- The online training for supervisors is \$39/each, and for employees it is \$29/each.
- Training offered for larger groups in a conference setting is \$59/each for supervisor training and \$49/each for employee training.

If you want to pay for some or all of the training for a specific client or clients, we have discounted the pricing to make that easier for you. Here is the **BROKER DISCOUNTED** pricing when you pay for the benefit of your client(s):

- At the client's facility: supervisor training is \$950 and employee training is \$750 (plus expenses);
- Online training for supervisors is \$34/each, and for employees it is \$24/each.
- Larger groups for multiple clients, supervisor training is \$49/each and for employees, \$39/each.*

* Let's discuss sponsorships and cost of venues. Also, if you are a P&C broker, you may want to add 15 minutes to the presentation to managers and supervisors by talking about EPLI.

We are currently in the process of getting pricing on hotels and other facilities all over the Bay Area and in Southern California in particular. If we both have enough clients in other CA locations, we will gladly go there as well. If you have relationships with hotels or conference centers, please let us know.

If you are interested in talking more about this opportunity, please call us, or respond to this email and we will send you more detailed information. We are all focused on giving our clients the best service possible and we think this is one way we both can accomplish this goal together.