

Deborah S. Schultz, CWCP, CWCC **Business Consultant, Northwest Ohio**

Deb joined BWC as a business consultant in 2000. She serves as the first line of contact for various governmental and employer associations. As a business consultant, Deb's duties include working with employers in northwest Ohio to implement proven risk-management strategies through various cost-control programs. She also partners with associations and trade groups to share updates and bring industry feedback to BWC executive management while focusing on growth and retention of business in Ohio.



Deb's career has been exclusively in the field of workers' compensation. She began her career as a claims analyst for a local self-insured employer. She then worked for a third-party administrator where she was responsible for state-fund and self-insured employer accounts. Deb moved into the actuarial department and was involved in group rating the first year BWC offered it. She also represented employers at Industrial Commission of Ohio hearings.

Deb gained additional experience working for a national employer in a multi-state workers' compensation environment. Deb developed various reports for tracking injuries, performed field audits, provided assistance with safety programs, assisted training of new personnel and monitored compliance of corporate policies and procedures. She was accountable for work-related injuries occurring in 130 facilities in 16 states and responsible for self-administration of self-insured locations in Ohio.

Deb transitioned to become the director of workers' compensation for an employer of 3,000 employees. Her two-person department established a tracking system and an employee/supervisor education program. This resulted in a significant reduction in workers' compensation costs. Her employer was the recipient of the Governor's Award for Excellence in Workers' Compensation in 1999.

Deb received her Certified Workers' Compensation Professional designation from Michigan State University in 2007 and a Certified Workers' Compensation Counselor designation from the Insurance Partners Academy in 2009. (She is also a certified motorcycle safety instructor for the Ohio Department of Public Safety - Motorcycle Ohio program.

You can contact Deb at 419-245-3017 or at deborah.schultz@bwc.state.oh.us.