



## **Sackman of RMI Consulting plans to concentrate on developing risk consultancy in real estate**

November 20, 2009 - Spotlights

My goals for the future are....

Recognizing the economic turmoil and effect upon commercial and residential real estate-and at the core, construction and development-my immediate future plans are to concentrate on developing our risk consultancy in real estate areas.

At RMI we are continually aware of trends and immediately responsive-to current clients and potential clients. When FEMA recently reconfigured flood maps for the New York area, we immediately advised our clients now located in the newly defined 'hazardous flood zones' to assess their coverage for sufficient protection of their property and contents. Similarly, we alerted potential clients about the guidelines and deadlines for securing protections.

RMI Consulting is an independent risk-management consulting company, and not tied to any insurance company or brokerage firm. This means we are able to bring the best insurance product to the client. And through our program of administering group buying of insurance for our clients by industry type, the volume and master policy further enhances each individual client's protection against risk, while offering better rates and easier claim filings when the time comes.

In an industry largely dominated by men, I am pleased by my part in the 29-year success of RMI Consulting. Since 1980 and continuing to work with my co-founder and CEO James Barber, I oversee the daily operations and business development for RMI. Today, the company includes risk purchasing groups under the umbrella of RMI Cos., and their annual revenues are over \$11 million.

I was named a Business Insurance magazine Readers Choice award winner for the past four consecutive years and nominated again this year (to be unveiled by end of year), at RMI they are proud of the strategy they developed early and which continues to earn them merits and accolades: To fill the role of risk manager-and not just insurance buyer-for their clients.

Recognizing that many of the small to mid-sized companies they work with don't have a formal risk management department, I oversee RMI's 40 employees in the assessment of RMI's client base with the objective of creating groups to leverage purchasing power and hold down insurance costs. RMI's risk purchasing groups are created and managed for select industries through the utilization of captive insurance companies. This marketing analysis and response has been a model for the risk management industry.

As a member of the Society of Risk Management Consultants, I continue to try to be a model for other women entering the field. Each of RMI's employees represents RMI in various regional chambers and associations that cover their client base, including the food, restaurant, medical, and real estate industries.

MaryAnn Sackman is the president and founder of RMI Consulting, Inc., Port Washington, N.Y.

