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## A CFO's Response to Claims Prevention

Dear F.I.T. Valued Clients and Potential Clients,

We hope this letter finds you and your employees well. We at F.I.T. consider ourselves quite fortunate to be able to make a living by offering services, BACKSAFE® and SITTINGSAFE®, that help people to be and stay healthy.

Over the past few days we received communications from two of our clients that were so rewarding we wanted to share it with you.

The first email we received was from a Chief Financial Officer of one of our hospital clients. His response was to our most recent newsletter - BACK TRAINING STUDY IN NEW ENGLAND JOURNAL OF MEDICINE FLAWED.

**What made it remarkable was that he is a CFO, the most senior executive in charge of the organization's profitability. The biggest barrier we have and one that most of our company contacts has is securing funds for services that are preventive in nature.**

This CFO understands the financial value of preventing tomorrow's claims today.

Our second email below addresses a different angle, the human side of our services. Last year we introduced a new offering to the market. Larger organizations can now purchase the Licensing Rights to our programs and intellectual property whereby they become certified to train and administer their own injury prevention programs internally with full autonomy.

**The second email was from a major airline and our first Licensee. One of their new Backsafe trainers received an email from one of her workshop attendees that made us appreciate the extent of the impact that we can make in people's lives.**

Please enjoy them.

**CFO-**

Dear Dennis,

Great article, I am amazed that some people do not get it yet.

*Your techniques are right on target and they get the attention of the employee, which is critical. They come to understand that they can make a difference in how they feel for the rest of their life by taking simple care of their back as to how they lift, pull, sit and micro-break their way to successful living of life.*

Nobody wants to be in pain and/or discomfort. You are paving the way that will make a difference in society one person/one company at a time. I know because it has worked at our hospital and we are reaping the results.

**Carlton Jacobson  
Chief Financial Officer  
Frank R. Howard Memorial Hospital**

**Backsafe Workshop Attendee-**

Lauren,

I just wanted to thank you and let you know that you made a difference in a very important way for me.

In October of 2005 my sister was lying ill in bed at her home in Rock Hill. I would visit as often as possible and hope to be of some assistance to my brother-in-law and my sister. He was overwhelmed with her care. Often she would need to be moved to a chair or repositioned in the bed. She was by this time very frail and needed help to the simplest of things.

*It was then the training you gave us about moving and lifting a disabled passenger really came home (literally) to me. I was able to provide her with transfers that were efficient and gentle while maintaining as much dignity for her as possible.*

Lauren, the things we do are but seeds we sow that will produce an unseen harvest. Our actions are the potential for great or small but meaningful consequences.

Thank You,

**Jack**

Our clients are discovering that running a prudent business with high profits in mind does not have to be a cold and impersonal affair. It can be accomplished by showing compassion for employees by keeping them healthy, happy and on the job working where they are most productive. A true win/win proposition.

**As the above CFO said, we are helping one person/one company at a time. With over 1200 Injury Prevention Specialists nationwide and in Canada, we can help many companies. Please call us so that your company can be the next in line.**

**We look forward to servicing you.**

Sincerely,

**Dennis Downing, President**  
Future Industrial Technologies  
(800) 775-2225

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This article may be reprinted in its entirety provided that the following resource is left intact:

Dennis Downing is the founder and President of Future Industrial Technologies, Inc., a nationwide Industrial Injury Prevention Training Company. It specializes in improving conditions at work and in life by utilizing the proprietary injury prevention programs, and , that have proven to be highly successful at reducing workers comp costs within companies of all sizes and descriptions.

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