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To Whom it May Concern:

A league that utilizes TeamSafe™ is an organization that values the safety of its participants. As a mother of young athletes, the benefits of TeamSafe™'s Emergency Medical Information and Emergency Action Plans are clear. Unfortunately, recent research shows that high school sports coaches are unprepared for an on-field medical emergency. Our coaches must be educated and prepared to maximize the critical time from the moment of injury to the arrival of first responders. Real time communication on the field is also pivotal – concussion management, life threatening allergies, and pre-existing conditions must be known at the time of an incident. Most leagues and schools do not have Emergency Action Plans in place and our children deserve coaches who can respond rapidly to an on-field emergency with accurate and thorough information and our coaches deserve a league that will equip them with this information.

As a Risk Manager, my responsibility is to help organizations identify risks and make informed decisions about proactively managing, avoiding and/or financing these risks. Sports organizations must seriously contemplate the following:

- What can possibly happen to their athletes, third parties/spectators, or their staff?
- What is the likelihood that each identified risk will occur?
- What is the effect to the organization if a loss occurs? (financial, reputational, future viability, etc.)
- What can reasonably be done to reduce the severity, likelihood or impact of these risks?

For sports organizations, especially those with athletes under 18 years of age, it is critical to demonstrate that the organization understands the potential risks and has a plan to manage these risks to minimize the likelihood of a loss. Sports organizations cannot avoid all injuries or incidents given the nature of sport. Therefore, it is integral that sports organizations have detailed plans in place to minimize the severity of the loss both to the injured individuals and the organization. TeamSafe™ provides a wonderful **set of tools** to assist sports organizations with managing the most common and some of the most severe risks that affect them and their members.

The ability for coaches to respond appropriately and immediately to an on-field incident is vital to a league's success. Coach education courses and real time, up-to-date medical information could mean the difference of life and death of an athlete and the financial life or death of the league. TeamSafe™ minimizes the chance of a significant loss by providing immediate access to fundamental information.

The organization must also recognize the serious and costly risk of legal action. One lawsuit following the injury of a child can bankrupt an organization even with insurance and parental waivers do not prevent lawsuits. Whether founded or unfounded, suits must be defended and the cost of defending a suit can be debilitating to the organization while also onerous and stressful for the coach.

A league that purchases TeamSafe™ not only further protects itself from loss, but also makes itself more appealing to attract great coaches and athletes. TeamSafe™ helps an organization safely grow and develop young athletes while building a culture of safety within the youth sports environment.

Kind regards,



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