

## February 2021

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*I'm always looking to see what's happening on the OH&S front that is new and exciting and innovative. Don Beahm of D. B. Safety Solutions Inc. is doing some interesting things and apparently, I've been a bit of an inspiration for Gus. So have some fun, learn some things...and give Don's work a look!*

*AI*

### **What COVID-19 did to my Training Business**

#### **Article by Don Beahm CRSP**

My name is Don Beahm CRSP, CHSC of D. B. Safety Solutions Inc. For the past 10 years I have delivered classroom-based safety leadership training. This delivery made up close to 100% of my business and January to June of 2020 was booked solid. When lockdowns were mandated due to COVID-19, like many other business owners, I felt the immediate effects of the pandemic. Classes were cancelled, dedicated clients became leery and safety concerns over the virus grew. Since my classroom offerings focused on group exercises and problem-solving sessions, my long-standing classroom-based training approach was decimated overnight. Delivering my existing training sessions through virtual technology would mean a lot of course manipulation and complications. I felt rather than spending my time re-developing classroom content, I would develop new online courses and expand my business to a more global audience. I realized I had to pivot and adapt to the growing demand for virtual based training. With that in mind, I vowed to make my online training different and unique.

Being involved in industry for over 45 years, I understand very well, the impacts of workplace incidents and the tragic effects they have on workers, families, and every member in an organization so I never make light of the importance of safety. Even though I take safety very seriously, I believe training captivates one's attention if they can have a bit of fun. With that in mind, I began developing

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content based on a fictitious animated and somewhat dysfunctional company called “Pablo Industries”. Pablo Industries has mixed bag of leadership qualities. There are parts of the company that are very good, with a great safety culture, and others... well, you know... let’s just say that there’s an opportunity for improvement; actually, a lot of improvement!



Throughout my series of courses, over 50 cartoon characters have been created, with different roles, personalities, values and shortcomings, while any resemblance to actual people is purely coincidental.

Most of my training scenarios have been inspired by true events based on my own personal experiences, or from stories told to me through friends or during classroom training sessions. The concept is like episodes from a series where all stories are connected in some way.



In my classroom training, I often use the placeholder name of “Billy”; meaning if “Billy” won’t wear his hard hat, what responsibilities do supervisors have? Everything was about Billy, whether it was improper inspections, not wearing PPE, or not filling out field level risk assessments. It wasn’t long before everyone made reference to “Billy”, the bad one.

Naturally, my first cartoon creation was ‘Billy Baddess’. Billy laughs at safety rules, knows how to play the system, manipulates leadership and gets away with just about anything. *He’s absolutely the worst!* Many supervisors like Randy Rhuder and Laura Lowe-Rode detest Billy, so Billy defies them in every which way he can.



On the other hand, Kalm Kristin one of Pablo’s most promising leaders, has the skills to deal with Billy’s behaviours. Let’s not forget about Dallas D. Zaster. Dallas is in constant hot water and drives up Pablo’s WCB rates significantly.



When developing training content, I drew from the approach of the person who influenced my safety career the most; Alan Quilley. I first met Alan when taking his CRSP Prep course in 2007, and immediately bought his book “The Emperor Has No Hard Hat”. I loved his story telling approach, making safety concepts much more relatable and understandable.

I felt that it would be appropriate to honour Alan in some way and needing one more character for my latest online course, “Incident Analysis (Investigation)”, I created Guru Gus. I was determined to have Guru Gus physically resemble Alan, with long white hair, a beard and a trusty guitar. Guru Gus started at Pablo Industries on day one; no one knows exactly what he does anymore, he just walks around, strumming his guitar, contemplating on every incident that ever happened there. Gus’ uncanny memory regarding those incidents make him the go-to guy for the Occupational Health Committee and the Safety Manager, Bellamy Barrier. Guru Gus plays one of the lead roles in our new “Online Incident Analysis” training, you won’t want to miss it!



*D. B. Safety Solutions Inc.’s offers an ever-growing collection of online courses. Currently we offer four courses, [Job Safety Analysis \(JSA\)](#), [Online Due Diligence for Workers](#), [Due Diligence for Supervisors Online](#) and [Incident Analysis \(Investigation\)](#).*

*Check out this [link!](#)*

## Coming Soon! 2020 Blueprint CRSPEX Study Material!

We are pleased to advise that we are now halfway through creating our new material for the 2020 CRSPEX Blueprint Study Material. (The image gives an idea of the amount of research that we perform whenever the BCRSP introduces a new Blueprint). As we have always believed in quality over quantity, and don't believe in "rushing to market" with substandard product, we are being thorough. We are targeting to have our new material available for sale in March



## On The Net

From OHS Canada:

[Looking back on the year that was in OH&S law](#)

From Pearson VUE

[Demo test](#)

## BCRSP-CPD Mandatory Ethics Course Courses now open for registrations! February 1 and March 1

This course takes approximately 3.5 hours to complete.

Registrations for the February 1/21 course are open until February 5/21, and the course will conclude February 19/21. Coursework and assignments must be completed/submitted by February 19/21.

Registrations for the March 1/21 course are open until March 5/21, and the course will conclude March 19/21. Coursework and assignments must be completed/submitted by March 19/21.

This comprehensive and thought-provoking course, designed specifically for, and approved

by the BCRSP by Alan Quilley, (who has been a CRSP for 35+ years), is ensured to enlighten and challenge a CRSP's thinking of ethics in their professional practice.

As required by the BCRSP, the course also includes detailed discussion of:

- BCRSP Code of Ethics and Professional Conduct
- Rules of Procedure of the Discipline Committee of the Board of Canadian Registered Safety Professionals

For more information on the course, please email [Lambton College](#)

To register for the course, please click [here](#).

## Online CRST Examination Preparation Course starts April 1/21

Safety Results Ltd, in conjunction with Lambton College based in Sarnia, Ontario, brings you THE best online CRST Examination Preparation Workshop!

The next course starts April 1/21 and ends on April 30/21. Registrations for this course will be accepted by Lambton College until 4:00PM CDT, April 9/21.

Alan D. Quilley CRSP, the creator of this course, established Safety Results Ltd 20+ years ago and has received numerous accolades due to the quality and value of our Workshops, study material and his teaching style.

We are delighted to be working alongside Lambton College to bring this exceptional online course to you.

To review and register in this online course, please click [here](#). (Registrations are handled exclusively by Lambton College)

The aim of this course is to assist in performing your own knowledge gap analysis and then create a study plan which will enable you to focus on the competencies that you need to master before the exam.

Exclusive to Lambton College students confirmed in this course, the study material that the course was built upon is available at a special student discounted rate of \$375.00 CAD plus applicable taxes\*. Shipping (within Canada only) is included

# CRSP AND CRST VIRTUAL COACHING EXAMINATION PREPARATION COURSES

Due COVID-19, unfortunately we are still not holding in person classes. We ALL have a responsibility to protect the health and safety of our fellow human beings and we aren't about to put our students, ourselves, colleagues and loved ones at risk.

As it has always been Alan's commitment to help candidates with their studies for both the [CRSPEX](#) and the [CRSTEX](#), we are pleased to announce that we have introduced *Virtual Coaching Packages*. These packages are currently available to those that are writing the 2019 Blueprint CRSTEX taking place March and August 2021. We are currently working on our new study material for the 2020 Blueprint CRSPEX and will offer those coaching packages as soon as the material is complete.

We will provide all of the material (shipped at our cost within Canada only) that you would have received in one of our Workshops. We are also delighted to offer generous discounts to current members in good standing of the CSSE and WOHSS (not combinable). For more information on those discounts, please contact [Marie](#).

This virtual package includes 6 hours of personal instruction by Alan D Quilley CRSP. The hours are broken down however you wish; the first session will take 2 hours. There will be homework assignments between the calls. Calls are individualized and held via phone or Zoom Video Conference, your choice.

*"It's really important to know who is trying to teach you something". - Alan D Quilley CRSP*

## Who is your Coach?

Alan Quilley CRSP is our engaging, dynamic instructor and he will teach you how to study, truly demonstrating that you can enjoy learning. He's a respected industry leader in OH&S and has the credentials to prove it. A working CRSP who not only consults, but also trains within North America and internationally. Actively working with companies, helping them create their Health and Safety programs, as well as being regularly invited to present health and safety topics all over the world, Alan doesn't just teach it, he lives it.

With his decades of practice experience in various OH&S industries coupled with his qualifications in adult education (he developed, designed and instructed OH&S programs at the U of A, U of C, NAIT and now Lambton College, as well as showing you the techniques to help you focus your studies, why look elsewhere? When selecting your mentor, take the time to really research who other providers are and what they've done. We believe that they simply won't measure up to our instructor in terms of quality, experience and teaching style. And, we are confident you will find our process better than the rest.

*"There are no hard questions if you know the answers". - Alan D Quilley CRSP*

## CRSP Virtual Coaching Package

- We will introduce coaching Packages for the new 2020 BCRSP Blueprint once our material is complete.
- Taking the time to ensure that our material fits all the categories/competencies is of upmost importance to us. We always provide quality over quantity.

## CRST Virtual Coaching Package

Inclusions:

- Study material (material shipped at our cost within Canada only) based on the 2019 CRST Examination Blueprint
- 6 hours personal instruction with Alan
- CRST Exam Prep Manual
- CRST Exam Prep Practice Questions and Answers Examination Workbook
- Handbook (offered only to those taking part in this Virtual Coaching Package)
- \$849.00 + tax