

# Mine Safety Professional Development Course



## Client Pros & Cons

This document outlines the potential pros and cons for clients considering the Safety Pro Development Program. The goal is to provide transparency, address possible concerns, and highlight the benefits of participation.

### Pros

- Comprehensive 6-month development program builds a pipeline of competent safety leaders.
- On-site delivery keeps participants engaged in daily operations while training.
- Embedded consulting support provides real-time hazard identification, compliance guidance, and tailored solutions.
- Aligned with Certified Mine Safety Professional (CMSP) exam prep for added career advancement value.
- Capstone projects and competency-based approach ensure practical, measurable outcomes.
- 30 hours of remote coaching beyond the classroom.
- 5% discount on future services supports long-term partnership and cost savings.
- Flat travel/lodging package ensures cost predictability for the client.

### Cons (and How They Are Addressed)

- High upfront cost vs. shorter courses.
  - Countered by ROI examples: one avoided citation or lost-time accident offsets the investment. Other shorter courses require travel, often lack depth, and do not allow for immediate, guided hands-on application of new skills in participants' own environment.
- Outside consultant on-site for 6+ months may feel intrusive.
  - Positioned as a partner resource supporting operations, not an auditor. Consultants' primary focus is mentoring participants by guiding them, not circumventing them.
- Program length (6–7 months) may seem disruptive.
  - Structured as 1 classroom + 3-4 applied days/week to keep participants integrated within their roles. Participants are challenged to integrate newly gained skills into their schedule, identifying and removing daily/weekly inefficiencies as necessary.
- Travel/lodging costs may feel like overhead.
  - Flat-rate travel package avoids inefficiency and ensures continuity.
- Mobilization fee may conflict with net 45 terms.
  - Industry-standard to cover setup costs and applied toward total contract, targeted to be absorbed across the first 3 months of project billing.
- Commitment risk if budgets shift.
- → Flexibility Offer: 3-month pilot or phased billing to reduce client risk.