# Retain Workers, Boost Safety: The Science and Strategy

Chris Dornfeld President and Co-founder Whistle Rewards







### National Safety Month (NSM) at NSC

- Next Webinar:
  - Annual Workplace Safety Summit: Innovation to Application
    - Tues, June 24rth at 12pm CT/ 1pm EST
- Explore all NSM resources at NSC <u>here</u>





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## WORK to ZERO an nsc program

Eliminating fatality risk with technology

Work to Zero works to eliminate workplace fatalities by 2050 through the adoption of emerging technology.







## Who do we serve?

- Companies and organizations operating in non-transportation, high risk industries such as construction and materials moving occupations
- Technology solution providers ready to bring their innovative technologies to market







## Research

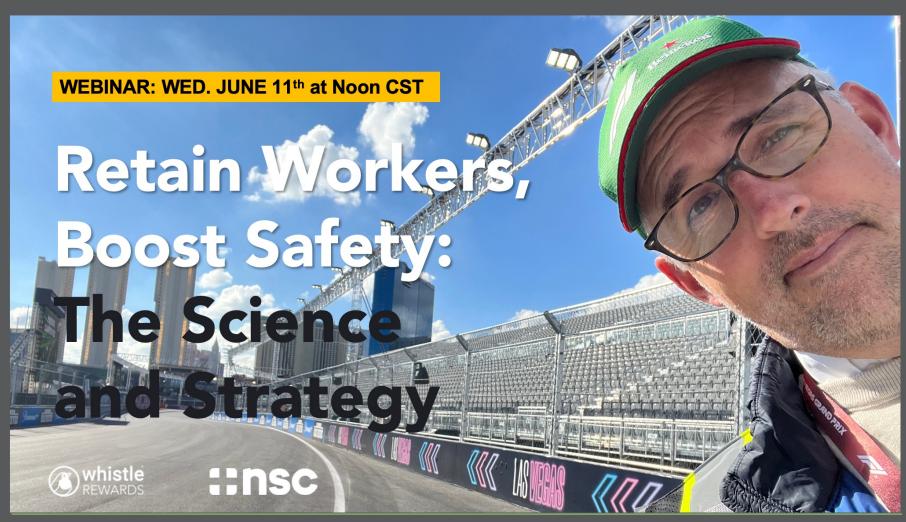
Deepen our knowledge in how technology can improve worker safety

## **Education**

Help employers integrate new technologies to support workplace safety

## **Partnerships**

Expand reach and impact through industry collaborations







## RIGHT TOOL FOR THE JOB

Whistle Rewards is a rewards and recognition platform designed for the construction and industrial sector.

#### Proven to impact

- Safety compliance
- Technology adoption
- ✓ Performance
- Retention

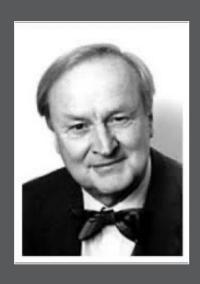
TAKE ADVANTAGE OF THE NSC 20% DISCOUNT

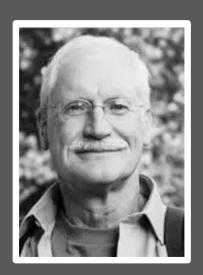


## **DOPAMINE**



## Arvid Carlsson, Wolfram Schultz and dopamine





- Dopamine is a neurotransmitter essential for regulating movement, motivation, and reward in the brain.
- Arvid Carlsson, Swedish
   pharmaceutical scientist won the
   Nobel prize in 2002 for his dopamine
   research.
- 1990s Wolfram Schultz, professor of neuroscience at University of Cambridge recognized the "reward" function of dopamine.





## Dopamine is important to safety and retention because has a big influence on behavior

#### THINGS OUR BRAINS LIKE

DOPAMINE ------ FEEL GOOD

- Social connection
- Delicious foods
- Exercise
- Achievement









## There are not positive feelings associated with new behaviors.

#### THINGS OUR BRAINS LIKE

- Social connection
- Delicious foods
- Exercise
- Achievement

#### **NEW THINGS**

- New Procedures
- Technology Adoption
- Compliance

















## Things unfamiliar to us creates a stress response and our brain produces adrenaline and cortisol.

#### **NEW THINGS**

- New Procedures
- Technology Adoption
- Compliance





ADRENALINE | CORTISOL → STRESS





## How do people feel when a new safety process and requirements are rolled out?





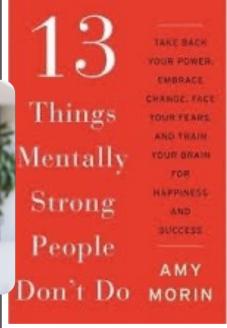


## According to psychotherapist and author Amy Morin, fear of change is #1 thing holding people back in life

#### 1. Change

- 2. Loneliness
- 3. Failure
- 4. Rejection
- 5. Uncertainty
- 6. Something bad happening
- 7. Getting hurt
- 8. Being judged
- 9. Inadequacy
- 10. Loss of Freedom









## The stress people feel from change is a barrier to the adoption of new behaviors.

#### THINGS OUR BRAINS LIKE

- Social connection
- Delicious foods
- Exercise
- Achievement

#### **NEW THINGS**

- New Procedures
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ADRENALINE | CORTISOL

**→** STRESS





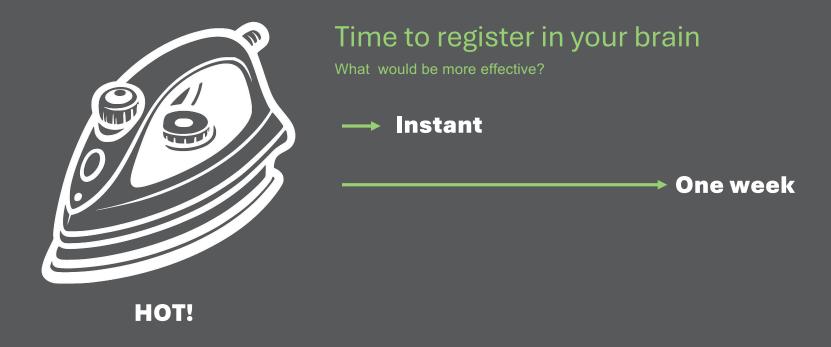
## We estimate that about 90% of effort to change behavior is wasted.

 Lack of understanding of behavioral and neuroscience undermines our ability to create change – for example, the role of time...





## Time is an important factor because it impacts the brain's ability to connect the behavior and impact

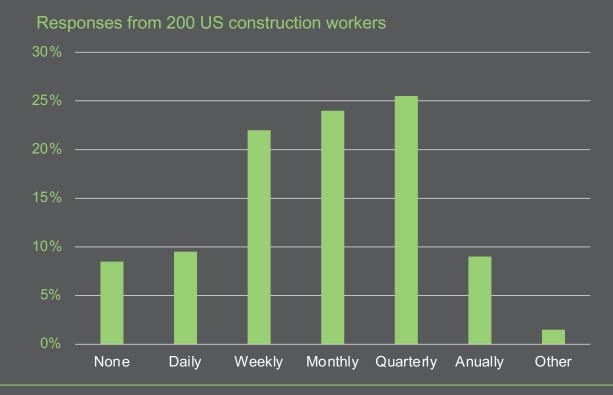






## How often do you recognize and/or reward safety?

- None
- o Daily
- Weekly
- Monthly
- Quarterly
- Annually
- Other



Whistle Rewards

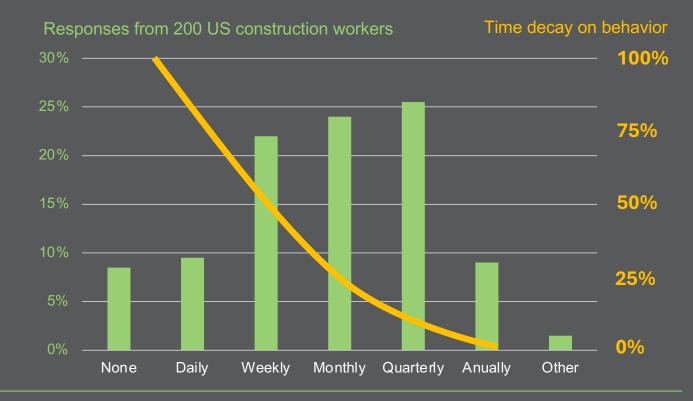




## Time erodes your brain's ability to connect the behavior and the reward.



- Daily
- Weekly
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- Annually
- Other



Whistle Rewards





## Now that we understand what we are up against, lets talk about employee retention

- What is the connection between safety and employee retention?
- What are the causes of employee turnover?
- As a safety leader, how can I impact retention?





#### Safe Environments Increase Retention.

- ✓ When people do feel safe and emotionally supported, they're about half as likely to leave. (Gallup)
- ✓ Workplaces with strong safety cultures see up to 48% lower turnover rates. (NSC)
- Employees who feel safe are 42% more engaged at work. Highly engaged employees are 59% less likely to turnover. (Gallup)

+50%
RETENTION
SAFETY





## Safe Workplaces significantly improve retention. Unsafe Workplaces decrease Retention.

High-injury workplaces experience
 139% more turnover. (OSHA)







## The economic impact of reducing turnover is big

- The cost of a skilled employee is 6 months to 24 months of their annual salary. (Gallup)
  - Lost productivity
  - Increased stress on remaining team
  - Recruitment and hiring process
  - Onboarding and training

- 5,000-person company
- 30% annual turnover rate
- \$45,300 median comp

\$33,975,000

**2**%

**28% Annual Turnover** 

\$2,265,000 SAVINGS





It's clear safety impacts retention.
What about retention's impact on safety?







## High turnover leads to inexperienced employees, increasing accident risks.

- Approximately 48% of injury claims in the construction industry come from workers during their first year of employment (OSHA)
- Retaining skilled workers means fewer training gaps and stronger safety habits.

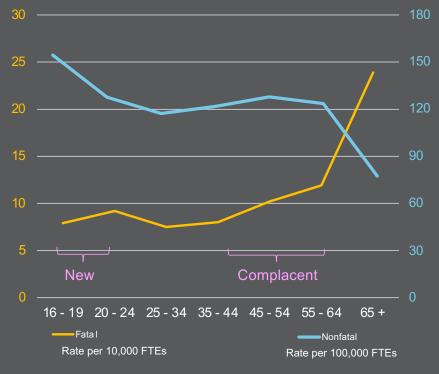






## New employees are at higher risk while middle age is challenged by complacency.

- New employees are 50% more likely to become injured
- A 55-year-old is 38% more likely to suffer a fatal accident than a 30-year-old.



CPWR | Center for construction research and training





# You can't create a culture of SAFETY without RETENTION

Let's dig into this



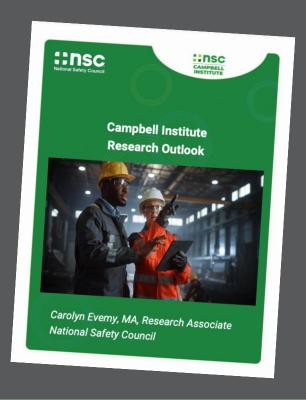


## The five most common reasons people give for leaving a company...

#### Why People Leave

- Low Pay
- Lack of Advancement
- Feeling disrespected at work
- Childcare challenges
- Limited flexible work options

NSC







## There is a difference between why people start looking vs why they take another job.

#### Why People Leave

- Low Pay
- Lack of Advancement
- Feeling disrespected at work
- Childcare challenges
- Limited flexible work options

NSC

#### Why People Stay

- Feeling valued (Managerial Support and Recognition)
- Opportunities for Career Growth
- Effective Communication and Clear Vision
- Work-Life Balance and Flexibility
- Employee Engagement and Empowerment

Harvard Business Review / The Guardian





## Let's focus on the areas you can impact the most

#### Why People Leave

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NSC

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Harvard Business Review / The Guardian





32

## As a safety leader, you might have the most influential role on a job site or factory floor.

- Safety leaders typically interact frequently with everyone.
- Often serving as HR representative (unofficially).
- Often the place people bring their challenges and problems.
- 8x the impact on "sense of feeling valued" than a peer.
- People look to you to model behavior







# As a safety leader, your "soft skills" might be more important than your technical experience.

#### Why People Leave

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NSC

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Harvard Business Review / The Guardian





34

## Some interesting data regarding the triggers for people to start looking...

#### Job-hunting activity jumps:

- 9% when starting a new role.
- 12% when lifetime milestones like turning 40 or 50
- 6% after a work anniversary
- 16% before a reunion.



CEB / Harvard Business Review





- ✓ What is the connection between safety and employee retention?
- ✓ What are the causes of employee turnover?

# As a safety leader, how can I impact retention?





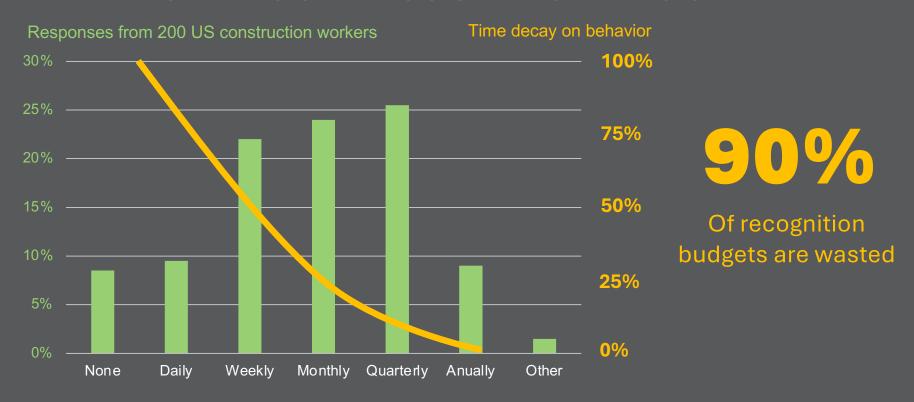
#### 1. KEEP DOING WHAT YOU ARE DOING

- Keeping environments safe!
- Listening and identifying problems
- Proactively making changes to keep people safe.
- Modeling behaviors





#### 2. IMPROVE YOUR RECOGNITION PROGRAM







### Key elements that make up effective recognition

#### **Timeliness**

A critical but often overlooked factor. Each day delay is a 5% reduction in behavioral impact.

## Specific to a behavior

If I am recognized but the behavior (not just the outcome) is recognized, much harder to repeat.

## **Emotional** effect

We are human, including how it impacts people increases the effect.

#### Result

Connecting the behavior to the outcome increases the understanding of how to mimic.

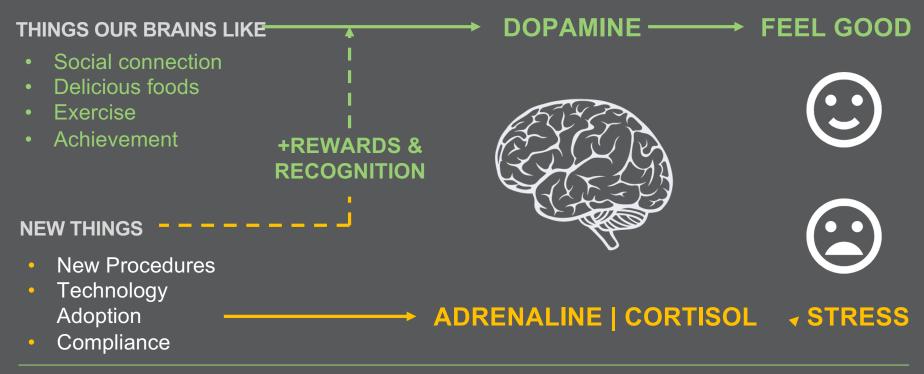
#### Frequency

Small frequent rewards or incentives are much more effective because the help habituate behavior.





# Use rewards and incentives to reduce the resistance to change and "habituate" new behaviors.







# Recognition and rewards might be the most powerful tool you have available...if you know how to use it!

- Recognition programs can increase retention by up to 31%. (Society of Human Resource Managers)
- Helps people feel valued and appreciated (#1 reason people stay)







#### 3. CREATE FEEDBACK LOOPS

- Seek out and collect information.
- Be proactive before a problem becomes an incident.
- Listen, act, communicate.





## CASE STUDY: OPEN COMMUNICATION TRANSFORMS SAFETY AT LINEBACK AND ALCOA

#### **Linbeck Construction**

- Implemented a Behavior-Based Safety (BBS) program that encouraged peer-to-peer safety observations and active employee feedback.
- Achieved a roughly 50% reduction in recordable incidents and injuries by enabling workers to identify hazards and suggest improvements.
- Ensured widespread engagement through multilingual training and regular safety talks.
- Earned national recognition with awards such as the AGC Construction Safety Excellence Awards.

#### **ALCOA**

- Established an open-door safety communication policy under CEO Paul O'Neill, including providing his personal contact for safety concerns.
- Required immediate reporting, root-cause analysis, and corrective actions for every incident, fostering a proactive safety culture.
- Reduced the lost-workday injury rate by approximately 93%, setting a benchmark for industrial safety.
- Received numerous accolades, including the National Safety Council's awards and OSHA VPP Star status.





#### 4. IMPROVE YOUR ONBOARDING

- Define what you want to accomplish <u>and</u> how you want people to feel.
- First 90 days on a job are critical to retention and safety
  - your onboarding should be at least that long.





## Case Study: Reducing turnover by 26% in 30 days.

#### **SITUATION**

600m manufacturer 1,200 employees

100% annual turnover rate

**Employee onboarding** 

More than administrative process

Manager recognition

Championing behaviors and making people feel valued

126%

Reduction in employee turnover

\$2,355,600

savings at 3 locations





# 5. PARTNER WITH HR TO CREATE CLEAR GROWTH PATHS AND INVEST IN SOFT SKILLS

- Soft skill development improves short, and long-term value of employee.
- Needed by any people leader
- Improves overall culture and quality of life.
- People feel valued when supported.





## CASE STUDY – SPIRIT AIRLINES FRONT LINE MANAGER TRAINING

- Created leadership training program for Spirit Airlines to address the soft skills gap for first-time and front-line people leaders.
- 540 of an invited 950 people managers participated in the program.
- Participants are 2x more likely to stay at Spirit airlines.







## These five things account for more than half your turnover risk.

- 1. Keep being a great safety leader
- 2. Improve your recognition program
- 3. Create feedback loops
- 4. Improve onboarding
- 5. Clarify growth path and invest in soft skills

**50**%

**Retention Risk** 

50%

Safety Risk





## Retain Workers, Boost Safety: The Science and Strategy

## QUESTIONS?

Chris Dornfeld
<a href="mailto:chris@wewhistle.com">chris@wewhistle.com</a>
President and Co-founder
Whistle Rewards







# One last behavioral science nugget...





# IKEA and Lego - two companies that leverage the same behavioral science concept







# IKEA EFFECT: We place significantly more value in things we help create.

 Research shows that people would pay 63% more for furniture they helped construct than identical furniture that came pre-assembled.







