

Transportation Risk Management Program

~ OVERVIEW ~

Friends,

The latest fatal crash of an organization's vehicle in the national news occurred earlier this month, this time killing 4 and injuring 15 people¹. Initial causes of this tragedy were attributed to: *poor vehicle maintenance, travelling at unsafe speeds, improper loading, unrestrained passengers* and an *inexperienced driver*. The cost to the organization and to all the parties involved is and will be staggering ... **and ALL of this costly tragedy could have been prevented.**

Helping your Small/Mid-Sized Business, Non-Profit or Church, etc. prevent costly accidents like this are a reason why I assembled this cost effective, practical and comprehensive **Transportation Risk Management Program for Small/Mid-Sized Businesses and Non-Profits.**

Consider this:

- ✓ Cost to your organization for an on-the-job vehicle injury: **\$128,000 per injury**²
- ✓ Cost to your organization for a vehicle fatality: over **\$3.8 million per fatality**
- ✓ An on-the-job highway crash costs will cost your organization over **\$24,500 per accident**
- ✓ The annual cost of vehicle accidents in the United States³ is:
 - \$61 billion in **lost workplace productivity**
 - \$20.2 billion in **lost household productivity**
 - \$59 billion in **property damage**
 - \$32.6 billion in **medical costs**
 - \$25.6 billion in **travel delay costs**
- ✓ Each year vehicle crashes kill over 2,100 people while they were working and injure 353,000. More than half of those injuries force people to miss work. **Could your business sustain itself?**
- ✓ As of 2010 there are nearly 200,000 15 passenger vans like the one in the recent fatality accident that are operating with tires past their recommended age.⁴ **Is yours one of them?**
- ✓ 15 passenger vans also have a rollover rate **3x more** than similar vehicles.



Your proactive **Transportation Risk Management Program for Small/Mid-Sized Businesses and Non-Profits** will provide a highly effective strategy to *reduce these risks* and the *related costs* while *improving efficiency, accountability and peace of mind for your management, board, donors, staff, clients, etc.*

Protecting your organization from costly vehicle accident loss and/or injury is a *profitable investment* of time and resources. For example, just by eliminating alcohol-impaired and unrestrained driving employer costs could be reduced by **\$15 billion** annually in the United States.

¹ http://news.yahoo.com/s/ap/20101004/ap_on_re_us/us_georgia_van_crash

² Network of Employers for Traffic Safety www.trafficsafety.org

³ NHTSA study, The Economic Impact of Motor Vehicle Crashes 2000

⁴ American Center for Van & Tire Safety



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Your customized **Transportation Risk Management Program for Small/Mid-Sized Businesses and Non-Profits** is only **\$625.00** for a complete, ready-to-implement, comprehensive program.

Email Mike@TEAM-Solutions.US with the name of your organization TODAY!

You Will Receive ALL of the Following:

Quick Start Guide – Shortcuts to the **6 Action Items** below to quickly adopt and implement **within 1 hour of receiving the Program** for instant *transportation cost savings, risk reduction and safety impact*:

1. **50-point Time of Travel Inspection Checklist**
2. **Driver Training Safety Video and Evaluation**
3. **Driver Safety Regulations**
4. **Post Trip Debrief**
5. **Accident Prevention Awareness Training**
6. **Accident Response Kit**

71 Page Transportation Risk Management Program Manual, including:

- ✓ **Program Overview**
- ✓ **Organization and Responsibilities**
- ✓ **Training module for van drivers, including video and written quiz**
- ✓ **Driver selection criteria**
- ✓ **Vehicle selection, disposal, inspection and maintenance criteria**
- ✓ **Driver safety regulations**
- ✓ **Driver training requirements**
- ✓ **Vehicle Use policy**
- ✓ **Accident Awareness Training**
- ✓ **Vehicle Supply checklist**
- ✓ **Accident Response Kit**
- ✓ **100 point Quarterly Vehicle Inspection Checklist and Guidelines**
- ✓ **50 point Time of Travel inspection Checklist and Guidelines**
- ✓ **Links to additional, exclusive video based training**
- ✓ **Employee Application Addendum**
- ✓ **One hour of free additional customization**

Your Program IS:

- ready for your immediate use
- complete AND comprehensive
- tactical AND practical
- fully operational
- specific AND measurable
- customizable if needed
- product of 100's of hours of applied research, experience and best practices of safe transportation policy

Your Program is NOT:

- "how/why to make a plan" series of articles
- simple checklists of what policies you need to develop
- do it yourself templates requiring time consuming hours of additional and exhaustive research and compilation
- partial plan requiring more costly enhancements later

Questions? Please keep reading, the 7 most common questions are answered on the next page.



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LET'S DO THIS!

Talking about the risk, meeting about the risk, ignoring the risk and hoping that the risk avoids you are **NOT successful strategies** ... be on your way to a successful strategy in 3 simple steps today:

STEP 1 – Email Mike McKenna at Mike@TEAM-Solutions.US with the following information:

- Name of your organization and name of your preferred point of contact (in case I have questions), including email address.
- A brief overview of your current transportation configuration (# and type of vehicles, # of drivers and a brief description of any current policy being enforced).
- Pay the PayPal invoice for **\$625 + tax** that will be emailed to the address you specified earlier (contact Mike@TEAM-Solutions.US for special payment requests).

STEP 2 – After receiving your payment, I will email your custom licensed **Transportation Risk Management Program** including all of the material mentioned above.

STEP 3 – After reviewing your new plan, implement it via staff briefings, vehicle inspections, etc. If assistance is needed with training, the implementation or the strategic integration into your Business Continuity Plan, fee based consulting is available for both small and large engagements.

That's it. Get started today for a more cost efficient, safer and more manageable transportation program. Email Mike@TEAM-Solutions.US with the name of your organization TODAY!

?? Questions ??

We have good insurance and/or our insurance company has a “risk library” of forms, checklists, etc. Is this program different? *Yes! This is a ready-to-use Action Plan based on risk management best practice; it is not a checklist, template, form or an article telling you how or why to build a plan on your own. Unlike the “free” material, no additional, time consuming research or compilation is required. The work has been done; it just needs to be implemented. Additionally, even the most comprehensive insurance coverage does not reduce risk or save money, it only reimburses the insured for a covered event (less the deductible) **after** the loss has already occurred. This program reduces the likelihood and costs of a loss in the first place. I’m confident that there is not a more complete and ready-to-go program to help small businesses, non-profits, churches, etc. manage their transportation operations.*

We do not have the money to spend on a Transportation Risk Management Program, isn't this a luxury? *No, your organization is likely **already spending** real money and costs are **already accumulating** for your current transportation through costly, major repairs (instead of less expensive, strategic*



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maintenance), inefficient operation and under-insured accident damage/loss. In addition to those initial costs, the increased liability and risk of an accident, property damage, reputational damage and loss of resilience can present a financial catastrophe compared to this one-time charge of less than \$500. Please refer back to the initial accident statistics and the list of what this program includes; and then carefully balance the cost versus the benefit. This program pays for itself immediately.

We've never had an accident, we don't drive our vehicles very much, etc.; why do we need such a comprehensive plan when hoping/praying/trusting, etc. has worked so far? *Hope is not a plan. Successful organizations use informed strategies to be risk aware and to contain costs. Also, vehicles and drivers that are not used regularly are why a robust monitoring program should be in place. Under-maintained vehicles and inexperienced drivers cause costly accidents and crippling organizational loss.*

We're small, we only have one vehicle and our routes are local, why do we need such a comprehensive plan? *Smaller fleets face the same risks as large fleets, just on a different scale. For example, 70% of all van accidents occur within 25 miles of their base. The risks are present, except without a reasonable plan in place, a transportation disruption will be more costly. Modifications or Exemptions of program content can also be made by using the supplied tracking form.*

May I share my Program with another organization? *No. The copyrighted material in this program is prepared specifically for you by TEAM Solutions. However, for any organization that you refer to us that purchases their own program I will rebate 10% of their purchase price that can then be used as a discount, redirected as a donation to the charity of your choice or received as a commission.*

Will having this program in place lower my insurance premiums? *Indirectly, an effective increase in risk management will lower many of your current and future operational costs. Share your new Program material with your insurance agent to discuss specific premium considerations.*

We already have a transportation policy, thank you anyway. Why should I upgrade to this one? *If you have a policy that is actually reducing your costs and your risks by increasing your driver's awareness, reducing maintenance costs, isn't making your reputation vulnerable and is providing accountability for everyone, then congratulations. If that does not describe you, however, then please contact me today.*

Whether you upgrade your transportation strategy to this program or if you decide on a different direction, thanks for your consideration and thanks for helping make the roads safer for everyone.

Mike McKenna

Mike McKenna, President

TEAM Solutions

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