



# **WELCOME TO THE MONTHLY “TRUCK STOP” WEBINAR**

**Truck Stops are presented the  
second Thursday of each month at 2:00pm ET**

**These webinars are open to members of the MCIEF**



**These webinars are presented as industry updates, for informational purposes only, and do not qualify for state CE credits.**

**If you are seeking CE credits:**

**Visit our website**  
**<https://mcief.org/>**

**Or email**  
**[TRS@MCIEF.org](mailto:TRS@MCIEF.org)**



**If you have any questions, please type them  
in the “chat” window.**

**They will be answered as time allows  
or responded to after the webinar via email.**

**If you experience audio problems,  
please send us a note  
in the “chat” window or call 800-741-4084.  
We will attempt to correct the problem  
as soon as possible.**



# **“MOTOR CARRIER” WHO OBTAINED THE TRS DESIGNATION**

**Yes – Attended Considerations / Passed Test**

**Then attended Advanced Coverage and  
Advanced Underwriting**

**48 Hours hearing me talk trucking insurance**



**BILL MARTIN, CDS, TRS**

**FOREMOST TRANSPORT, INC.**

**QUALITY DRIVE-AWAY, INC.**

**DIRECTOR OF SAFETY AND COMPLIANCE**

**GOSHEN, INDIANA**

**B.MARTIN@QUALITYDRIVEAWAY.COM**



**How did you find out about MCIEF/TRS?**

**What made you want to attend?**



**You provided us your post-obtaining  
TRS thoughts**

**Let's look at a few of them -**



- **A better understanding of insurance in general was helpful to identify why and the questions.**
- **Better understanding the insurance market and relationship between brokers and agents. Understanding agent knowledge and leverage dynamics that can play a beneficial role in a Motor Carrier's overall insurance package and obtaining appropriate coverages.**





- **Great insight from insurance industry leaders that present challenging thoughts in claims, underwriting, agent and broker knowledge. Application of many will enhance our current motor carrier operations and have even exposed areas that have not been given much thought or attention.**



- **Risk mitigation by improving early claims engagement process and strategies. Reducing the nuclear verdicts by improving professional communications and understanding claimant perspectives that induce litigation.**
- **Leading indicators of technology in future insurance underwriting open the door to align and prepare motor carrier in advancing their internal safety programs and operations to meet future needs.**



**Thoughts on reaching out to other  
Motor Carriers so they can benefit  
from the information provided by  
MCIEF**



**For you personally, what is next?**



**The MCIEF thanks you for your insight and looks forward to our continued relationship.**



**For Information on all MCIEF offerings  
including Membership, TRS Designation, Trucking U or Classes  
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**<https://www.linkedin.com/groups/8244501/>**

