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Online Evaluation





WHY FOCUS ON YOUR FLEET

- For the vast majority of businesses it is the biggest exposure you have.
- Particularly with the societal and legal climate we see today.
- The term to define this is Social Inflation.





COMMON DEFINITION



 Social Inflation: Used to describe the rising costs of insurance claims resulting from things like increasing litigation, broader definitions of liability, more plaintifffriendly legal decisions, and larger compensatory jury awards.

- Insurance Business America

'Insurance Business America, pub. Jan. 3, 2020 What is Social Inflation and Why is it Hurting Insurance





FEDERATED



LITIGATION FINANCING

- High limits encourage investors to buy a stake in the outcome of a lawsuit.
- In the vast majority of states there is no legislation that would allow the jury to know this is going on.
- Disclosure of policy limits help litigation funding companies "underwrite" their investment.
- The lawyers and financiers who bring these types of suits tend to be the main beneficiaries—not the injured.





HOW DOES THIS MAKE YOU FEEL?

- Frustrated?
- Angry?
- It should!
- But, I want to take you somewhere else.













AGAIN, HOW DOES THIS MAKE YOU FEEL?

- It is my worst nightmare
- Distracted driving **IS** an epidemic
- People are dying needlessly
- There are NO accidents, there are just crashes
- Preventable crashes





WHAT WE CAN DO ABOUT IT







FEDERATED INSURANCE (1)*



LEADERSHIP DEFINED

- What is leadership?
- Leadership is influence...nothing more, nothing less. John Maxwell¹ (#1 New York Times Best Selling Author on Leadership)
- How successful you are at *influencing* others will determine your *leadership effectiveness*.
- No matter your role or position in your company you can influence, or lead others.

John C. Maywell. 21 Irrefutable Laws of Leadership = 2: The Law of Influence





LEADERSHIP VS MANAGEMENT

- John Maxwell also says that "Managers can maintain direction, but they can't change it. To move people in a new direction, you need influence."
- Risk *Management* is important!
- But *leadership* is necessary first to change attitudes, behaviors, and direction in an organization.

Make sense?









SO AGAIN, WHAT WE CAN DO ABOUT NOT DISTRACTED DRIVING?

- 1. Be a leader!
- 2. Lead change!
- 3. Create a culture of safety and risk management in your business.
- 4. Change behaviors and practices.
- 5. Use proven practices and technology.





SOUND BEHAVIORS & PRACTICES

- A formal driving policy and mobile device usage policy
- An effective MVR program
- Implement technology solutions
- Change behaviors
- And ultimately SAVE LIVES





FEDERATED INSURANCE (1)*

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FORMAL DRIVING POLICY - You should help make your business as defensible as possible. - A complete mobile device ban. - Bluetooth is not good enough. - You are as impaired as you are driving from the phone with Bluetooth. - You are as impaired as you are driving from the phone with Bluetooth. - Enforce!

TECHNOLOGY SOLUTIONS

- Advancements are being made every day on the technology side
- There are several options out there:
 - GPS Tracking (Verizon, AT&T)
 - Cellphone blocking
 - Dash cams
 - Forward and rear facing cameras (Lytx®)
- Federated's DriveSAFESM App





















