



Why do we put on these webinars?

- We care about your success
- Bring value beyond insurance
- Love to learn and share
- Introduce you to great people



Who is Chris Harris?

- Safety Professional
- Recruiting and training specialist
- Has hands on experience as professional driver



Agenda

- MTO: Know when and why the MTO will intervene
- How to find training opportunities in your CVOR
- What do insurance carriers care about when looking at your Level II CVOR?



MTO: Know when and why the MTO will intervene





Overall Violation Rate

35% 50% 70% 80% 100%





Overall Violation Rate

35% Warning Letter



SAFETY DAWG	
Company:	ABC COMPANY
Address:	12345 MAIN ST
City:	ANYTOWN, GA
State:	GA
Zip:	30001
Phone:	(770) 555-1234
Fax:	(770) 555-5678
Website:	WWW.ABCCOMPANY.COM
Industry:	CONSTRUCTION
NAICS Code:	236110
Employment:	100
Policy Number:	123456789
Effective Date:	01/01/2018
Expiration Date:	12/31/2018
Renewal Date:	12/31/2018
Underwriting:	STANDARD
Rating:	A-
Class Code:	8810
Rate:	\$1000000
Commission:	\$100000
Net Rate:	\$900000
Agency Fee:	\$50000
Broker Fee:	\$50000
Other Fees:	\$0
Total Premium:	\$1100000
Net Premium:	\$900000
Commission:	\$100000
Agency Fee:	\$50000
Broker Fee:	\$50000
Other Fees:	\$0
Total Premium:	\$1100000

Keeping it  **SAFETY DAWG** Simple!



Overall Violation Rate

50% Audit List



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Keeping it  **SAFETY DAWG** Simple!



Overall Violation Rate

70% Rating Change



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Keeping it  **SAFETY DAWG** Simple!



Overall Violation Rate

80% Interview



PROPERTY INFORMATION	
PROPERTY NAME:	
ADDRESS:	
CITY:	
STATE:	
ZIP:	
PHONE:	
FAX:	
E-MAIL:	
CONTACT:	
TITLE:	
DATE:	
TIME:	
BY:	
REMARKS:	
APPROVED:	
SIGNATURE:	
DATE:	
TIME:	
BY:	
REMARKS:	

Keeping it  **SAFETY DAWG** Simple! 

Overall Violation Rate

**100% Sanctions
Rating Change**



PROPERTY INFORMATION	
PROPERTY NAME:	
ADDRESS:	
CITY:	
STATE:	
ZIP:	
PHONE:	
FAX:	
E-MAIL:	
CONTACT:	
TITLE:	
DATE:	
TIME:	
BY:	
REMARKS:	
APPROVED:	
SIGNATURE:	
DATE:	
TIME:	
BY:	
REMARKS:	

Keeping it  **SAFETY DAWG** Simple! 

How to find training opportunities in your CVOR

TRAINING

Keeping it  **SAFETY DAWG** Simple! 

Training Opportunities

Performance Summary From 2014-06-05 to 2016-06-05 (24 Months)			
Event Type	% of set Threshold	% Weight	% Overall Contribution
Collision	62.32	40	24.93
Conviction	87.26	40	34.90
Inspection	57.59	20	11.52
Overall Violation Rate%			71.35



Training Opportunities Collision

Performance Summary From 2014-06-05 to 2016-06-05 (24 Months)			
Event Type	% of set Threshold	% Weight	% Overall Contribution
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Overall Violation Rate%			71.35



Training Opportunities Collision

Collision			
Incident Date	2018-01-12	Incident Time	12:54
Collision Class	CLASS-PROPERTY DAMAGE ONLY		
Collision Jurisdiction	CAON	Collision Location	ZORRA ALLEN ST
Ticket #		Vehicle Plate	CAON
Vehicle Plate #		Jurisdiction	
Vehicle Action	VEH ACTN-GOING AHEAD		
Vehicle Condition	VEH COND-NO APPARENT DEFECT		
Driver Name	M [REDACTED]		
Driver Licence Jurisdiction	CAON	Driver Licence #	[REDACTED]
Driver Action	DR ACT-SPEED TOO FAST FOR COND		



Training Opportunities Conviction

Conviction			
Event Date	2017-08-02	Time	18:17
Conviction Date	2018-03-08	Jurisdiction	CAON
Points	1	Ticket #	0
Charged			
Vehicle Plate #	[REDACTED]	Vehicle Plate Jurisdiction	CAON
Driver Name	[REDACTED]	Driver Licence #	[REDACTED]
Driver Licence Jurisdiction	[REDACTED]	Offence Location	SONHURON CHURCH AT COLLEGE
Microfilm #	03379112	Offence	IMPROPER PARKING
DCMTA Equivalency			

Keeping it  **SAFETY DAWG** Simple! 

Training Opportunities Inspections

Inspection			
CVORP		Inspection Date	2016-03-29 22:28
Start Time	22:28:00	End Time	22:50:00
Vehicle Plates	1	Driver Plates	0
Level of Inspection	2	Co-Driver	
# of Vehicles	2	Location	Tate, AL
Impoundment	1	Defects	
Charged		Jurisdiction	NS
Categories OOS*			
Driver License #	[REDACTED]	Vehicle Make	[REDACTED]
Driver Name	DRIVER	Vehicle Plate	[REDACTED]
Unit Number		Vehicle Make	[REDACTED]
Jurisdiction	OH	Vehicle Plate	[REDACTED]
Vehicle2		Vehicle Make	[REDACTED]
Unit Number		Vehicle Plate	[REDACTED]
Jurisdiction	OH	Defect	
Category1		Defect	

Keeping it  **SAFETY DAWG** Simple! 

What do insurance carriers care about when looking at your Level II CVOR?



Keeping it  **SAFETY DAWG** Simple! 

All of it!

35% 50% 70% 80% 100%



SAFETY DATA SHEET	
Product Name:	SAFETY DAWG
Manufacturer:	BRYSON INSURANCE
Version:	1.0
Date:	07/19/2018
Author:	SAFETY DAWG
Reviewer:	BRYSON INSURANCE
Approved:	SAFETY DAWG
Compliance:	SAFETY DAWG
Classification:	SAFETY DAWG
Storage:	SAFETY DAWG
Disposal:	SAFETY DAWG
Emergency:	SAFETY DAWG
Notes:	SAFETY DAWG

Keeping it  Simple! 

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Keeping it  Simple! 

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Keeping it  Simple! 

What training? As a result of the CVOR



Keeping it  *Simple!* 

Onboarding? How do you introduce newly hired drivers?



Keeping it  *Simple!* 

On Going Training What do you have?



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Thank you! Questions?

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