

TOP 10 REASONS

Why Motor Carriers Should Sponsor Owner-Operator Group Policies



Motor carriers who recognize the value of running an owner-operator program to begin with are missing out on key operational and business benefits if they don't have a group insurance policy in place. Sponsoring a group policy can make a significant impact on their business — helping them protect their organization and drivers, save money, avoid litigation, improve retention and more. These are the top 10 reasons why they should give sponsoring a group policy serious consideration.

- 1 Access to Occupational Accident coverage frequently prevents Workers' Compensation litigation or access to Workers' Compensation policy benefits.
- 2 A group program gives motor carriers the ability to carry Contingent Liability, further limiting their exposure. Contingent Liability is not available when each driver maintains their own policy.
- 3 When owner-operators have Occupational Accident coverage, there is a much lower chance of the Workers' Compensation carrier picking them up on an audit.
- 4 Removing the potential for litigation reduces risk for motor carriers, helps minimize potential conflicts with owner-operators and can support driver retention.
- 5 Sponsoring group programs is a brand-building move, positioning motor carriers as leaders in the industry with the professionalism and resources that appeal to drivers and partners.
- 6 By leveraging driver volume, motor carriers can receive more favorable rates from the insurance marketplace. Non-fleet rates are generally significantly higher than fleet rates.
- 7 By controlling the program, motor carriers can be sure drivers have access to the most competitive coverage and that it's backed by a trusted insurance carrier.
- 8 With a specialized broker involved in building the program, potential gaps in motor carriers' and owner-operators' coverages can be eliminated.
- 9 Group programs can provide access to solutions that remove the administrative burden of program management from motor carriers, free of charge.
- 10 Owner-operators can be back on the road sooner when motor carriers are engaged with or monitoring the claims process.

To learn more about best-in-class, turnkey owner-operator insurance programs, contact the trucking experts at True Transport Insure.



James Birkhead

Director of Transportation Risk
jcbirkhead@nsminc.com
(610) 808-9559

Send submissions to nsmmarketing@nsminc.com