



# The High Risk Driver Conference

The recording of "The High Risk Driver" presentation from the conference held on November 2, 2011 is now available. If you missed the conference or attended and would like a copy, here is your chance to see the following presentations:

## Identifying the High Risk Driver

**Rick Geller, Director, Safety & Signature Services, Markel Insurance**

Markel Insurance has created a revolutionary High Risk Driver program to help carriers manage driver performance by accurately predicting which drivers are at risk of crash involvement in the next twelve months. Attendees will learn behavioural indicators to watch for and how to successfully manage driver performance in a cost-effective way. The High Risk Driver program maximizes both safety and driver resources and has proven to be very effective at reducing crashes and violations for motor transport companies. Includes a Power Point presentation.

## Insuring the High Risk Driver – Today, Tomorrow & Long-Term

**Tim Courtney, Vice President, Commercial Insurance, ICBC**

ICBC is evolving its insurance model to more effectively align pricing with risk. Tim will briefly discuss the past as well as provide some insight on current initiatives to recognize and reward transportation companies who most effectively manage risk factors, including high risk drivers. Tim will also discuss the potential for ICBC to join with BCTA members in a number of areas for future collaboration and development, including new entrant driver apprenticeship and the detection and management of high risk drivers. Includes a Power Point presentation.

## Dealing With the High Risk Driver

**Doug Alley, Principal, The Alley Group**

In this interactive session, you will learn the basics of recruitment, retention and performance management:

- hiring the right individual;
- setting expectations;
- dealing with problems;
- understanding your options; and
- considering alternatives to dismissal.

By the end of the session, you will have received many ideas and pointers on how to manage your workforce more effectively. Includes a Power Point presentation.

## ROI On Driver Training

**Rick Geller, Director, Safety & Signature Services, Markel Insurance**

"What happens if I put all this training into a driver and they leave me?" is a question that carriers frequently ask. The more important question, however, is "What happens if you don't put all that training into the driver, and they stay?"

Cost per DVR: **\$75 for BCTA members and \$100 for non-members (plus HST)**  
**Special discount for "The High Risk Driver" conference attendees of \$25.00 (plus HST)**

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