
Incident Track® Leverage Questions

Sample leverage questions for your clients:

1. Are you aware of the new OSHA 300 Reporting Requirement?
2. Do you have a tool to easily manage your OSHA 300?
3. What kind of assistance do you currently get in highlighting problem areas and providing solutions?
4. How do you track and trend incidents for frequency or possible severity?
5. Who helps you prepare training programs when you notice an increase in certain types of incidents?
6. Does your current insurance consultant have a resource like the RMC to do all this and focus on driving down your TCOR?

TCOR Based Selling and Servicing... Differentiates While Helping Clients