
Training Track™ Leverage Questions

Sample leverage questions for your clients:

- What training is required for your staff? Sexual Harassment, Hazard Communication, Driver Safety?
- Do you hire trainers to perform training? What's the total annual cost?
- Do you buy online trainings? What's the total annual cost?
- How do you currently track all the training requirements? Do you know OSHA and other regulators will want to see all training records?
- What assistance are you provided to track and maintain training logs that are required from time to time?
- How do you ensure that training is occurring when needed?
- Do you have access to an online training resource to react quickly to claims activity?
- Can you generate records of any training completed for an OSHA, Quality or other audit?
- 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