



Keeping your Business Auto rates in check

I've been keeping my eye on the business auto insurance market conditions, I wish I had better news but I don't. Just like your personal auto rates, business auto rates are on the rise. This is due to 2 main factors: Distracted Driving and Tech Savvy Autos.

We all know distracted driving is a hot topic, but not many know that the claims due to distracted driving are costing the insurance industry billions. Combine that with the fact that cars are now big computers – with built in tech savvy systems, back up and side cameras, sensors and more. A simple fender bender just doesn't exist. Those couple hundred-dollar claims are now a 4 and 5 figure claim – again costing the insurance carriers billions. When costs start to exceed the premiums brought in – rates will rise. That's the scenario we are dealing with now.

Insurers will always charge more for those with less than stellar records. If your fleet of drivers have clean Motor Vehicle Records (or MVR's as we call them in the industry) and you have good safety protocols in place, you will pay a much lower rate than those who have a slew of claims – especially if they involve distracted driving claims.

As a business owner – how can you manage costs and keep your drivers safe:

It's all about education and putting controls in place! Autos will continue to have more bells and whistles so it's all about ensuring you have the best drivers on the road.

In the first six months of 2016, highway deaths jumped 10.4 percent, to 17,775, from the comparable period of 2015, according to the [National Highway Traffic Safety Administration](#). These are numbers that we need to take very seriously, and I wouldn't be surprised if the 2017 numbers have a similar if not larger increase.

Time to Take Action:

[OSHA](#) is a great resource for business owners on this subject. In their “Guidelines for Employers to Reduce Motor Vehicle Crashes”, the agency has a plethora of statistics and protocols for businesses to follow. Take the time to read through it. Twenty minutes well spent!

Nip Distracted Driving Now. There must be strong consequences for drivers who do not follow safety protocol, distracted driving is no longer at the bottom of the list. It’s up there with alcohol consumption or drug use while driving. I’m sure you’ve seen YouTube videos of a truck driver taking his/her eyes off the road for a second, only to plow into a car in front thereby causing a chain reaction. It’s not pretty. As I mentioned above, these types of claims will cause your auto rates to skyrocket or a carrier may even decide not to renew the policies forcing you to find a new home for your insurance.

Ask us! Carriers are very invested in helping you reduce your claims. They have loss control teams, training programs, and tons of resources to help. They would rather have lower premiums and lower losses than the reverse.

If you are concerned or are seeing trends that you don’t like with your drivers, it’s time to call in the experts. That’s us – not our first rodeo and we are happy to help! Give us a ring at 860-370-2125

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