



WAIT!
I'M THE SAFETY DEPARTMENT
NOT
MARKETING!

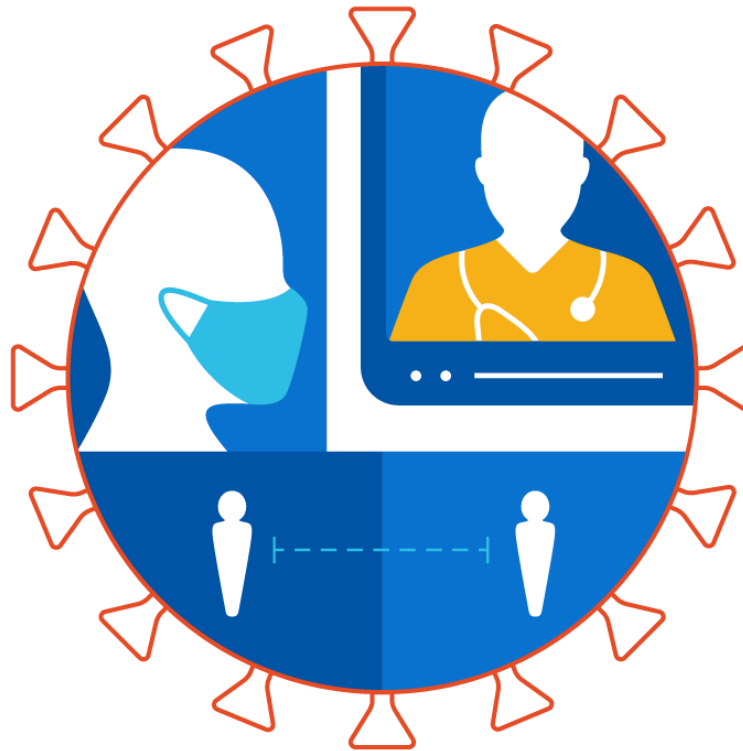
PRESENTED BY

MARK L. SZYPERSKI, PRESIDENT/CEO
ON YOUR MARK TRANSPORTATION, LLC

Let us get you to the finish line.



WHERE WERE YOU IN THE PANDEMIC?



Let us get you to the finish line.





COST CENTER? OR PROFIT CENTER?

Let us get you to the finish line.





COST? OR SAVINGS?



Let us get you to the finish line.



SO, BACK TO THAT MARKETING DEPARTMENT

Let us get you to the finish line.





PRETTY BUSES? OR SAFE BUSES?

Let us get you to the finish line.



**DOES THE CUSTOMER KNOW YOU
HAVE A SAFETY DEPARTMENT?**

MANY COMPANIES DO NOT!

(AND EVEN IF YOUR COMPETITION
DOES, *THE CONSUMER DOESN'T
KNOW THAT*)

Let us get you to the finish line.



DOES YOUR SALES/MARKETING DEPARTMENT KNOW YOUR COMPANY HAS A SAFETY DEPARTMENT?

- **WHEN WAS THE LAST TIME YOU DID
TRAINING ON THE HOURS OF SERVICE
OR IMPORTANCE OF GOOD
ITINERARIES?**

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ARE THERE PICTURES ON YOUR WEBSITE OF YOUR DEPARTMENT AT WORK?

- TRAINING?
- REVIEWING CAMERAS?
- LOOKING AT BRAKE ADJUSTMENTS?

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- **Safety Meeting?**
- **Social Media?**

Let us get you to the finish line.



<  **Timi's Tours** 1h · 🌐 ...

A Successful Driver Safety Meeting for our Illinois based team!

Our Safety Meeting Covered:

- 👉 DOT Regulations
- 👉 Safety Ratings
- 👉 New Driver Benefits Packages
- 👉 Proper Pre & Post Trip Inspections
- 👉 Bussing On The Lookout Training (Part of [Truckers Against Trafficking](#))
- 👉 SAM Training from Abuse Prevention Systems

Thank You to the [Village of Moweaqua](#) for the opportunity to use our new Community Center, to [5 bugle B B Q](#) for the great food!

Lastly, a huge Thank You to our Timi's Tours Team who came together to make this event happen, from Safety, Dispatch, Marketing, Maintenance, Drivers, and Office. You've all played a great part in the success!

We'd love to have you join our next meeting as a Professional Driver! Visit [Charter Bus Careers](#) Today!



Let us get you to the finish line.



YES, MAINTENANCE IS IN MARKETING TOO!

OR SHOULD BE!



Let us get you to the finish line.



ARE YOU DOING DRIVER SKILLS TESTS?

(Shhhhh! We call them Bus Rodeos)

Let us get you to the finish line.



WHEN DID YOU LAST PROVIDE A COACH FOR POLICE OR FIRE DEPARTMENT TRAINING?



OR BOTH?



Let us get you to the finish line.

**IF YOU DID, WAS THE MEDIA
INVITED?**

**LOTS OF SOCIAL MEDIA POSTS?
PICS INCLUDED ON YOUR
WEBSITE?**

Let us get you to the finish line.



WHEN WAS THE LAST TIME YOU UPDATED YOUR SECURITY DOCUMENTS AND EMERGENCY TRAINING FOR YOUR OFFICE STAFF?

Let us get you to the finish line.



- **TORNADO?**
- **FIRE?**
- **ACTIVE SHOOTER?**
 - **POLICE WILL HANDLE THIS**
- **DID YOU TAKE PICTURES? PUT ON SOCIAL MEDIA? PUT ON YOUR WEBSITE?**

Let us get you to the finish line.



HOW OFTEN ARE YOU WALKING THROUGH THE OFFICE AND CHECKING FOR PROBLEMS?

- FIRE EXTINGUISHERS
- EYE WASH STATIONS
- AIR CYLINDERS
- BASIC OSHA REQUIREMENTS

Let us get you to the finish line.





LET'S GO BACK AND VISIT THAT WHOLE PROFIT CENTER QUESTION

Let us get you to the finish line.



NEED HELP?

- DRIVER PROMOTION
- COLLEGE INTERN (YES! YOU READ THAT RIGHT!)

Let us get you to the finish line.





**ARE THERE SMALL COMPANIES
NEARBY, OR MAYBE EVEN AT A
DISTANCE WHO COULD USE
YOUR SERVICE AS A
“CONSULTANT”?**

**NOT THE COMPETITION, BUSINESSES
NEAR YOU, PERHAPS.**

Let us get you to the finish line.



- **BUSINESSES IN THE INDUSTRIAL PARK YOU ARE NEAR**
- **HELP THE LOCAL SCHOOL SYSTEM OR CHURCH SCHOOL**



Let us get you to the finish line.

TAKE ALL YOUR DEPARTMENT COSTS, FIND THE HOURLY RATE, DOUBLE IT AND CHARGE THAT.

- **STILL CHEAPER THAN A FULL TIME SAFETY PERSON FOR SOME SMALL BUSINESSES OR SCHOOL**

Let us get you to the finish line.





YOU PAY FOR YOUR EXTRA HELP AND BECOME A “PROFIT CENTER”

Let us get you to the finish line.





**BECOME A GUEST SPEAKER AT
THE LOCAL CHAMBER, OR
SERVICE CLUBS. THEY WILL
WANT TO KNOW WHAT TO LOOK
FOR IN A BUS COMPANY.**

Let us get you to the finish line.



**THIS IS NOT A “SALES PITCH”
FOR YOUR COMPANY, BUT YOU
ARE THE EXPERT SO THEY WILL
REMEMBER THAT WHEN
CHOOSING A COMPANY**

Let us get you to the finish line.



**REACH OUT TO MORNING LOCAL
NEWS MEDIA FOR THE SAME
REASON AND TO BE THE “LOCAL
EXPERT” TO MOTORCOACH
SAFETY OR, BETTER YET,
BUSINESS SAFETY**

Let us get you to the finish line.





AND FINALLY...

Let us get you to the finish line.





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