

SAPPHIRE

S u m m i t

Independent Contractor Program

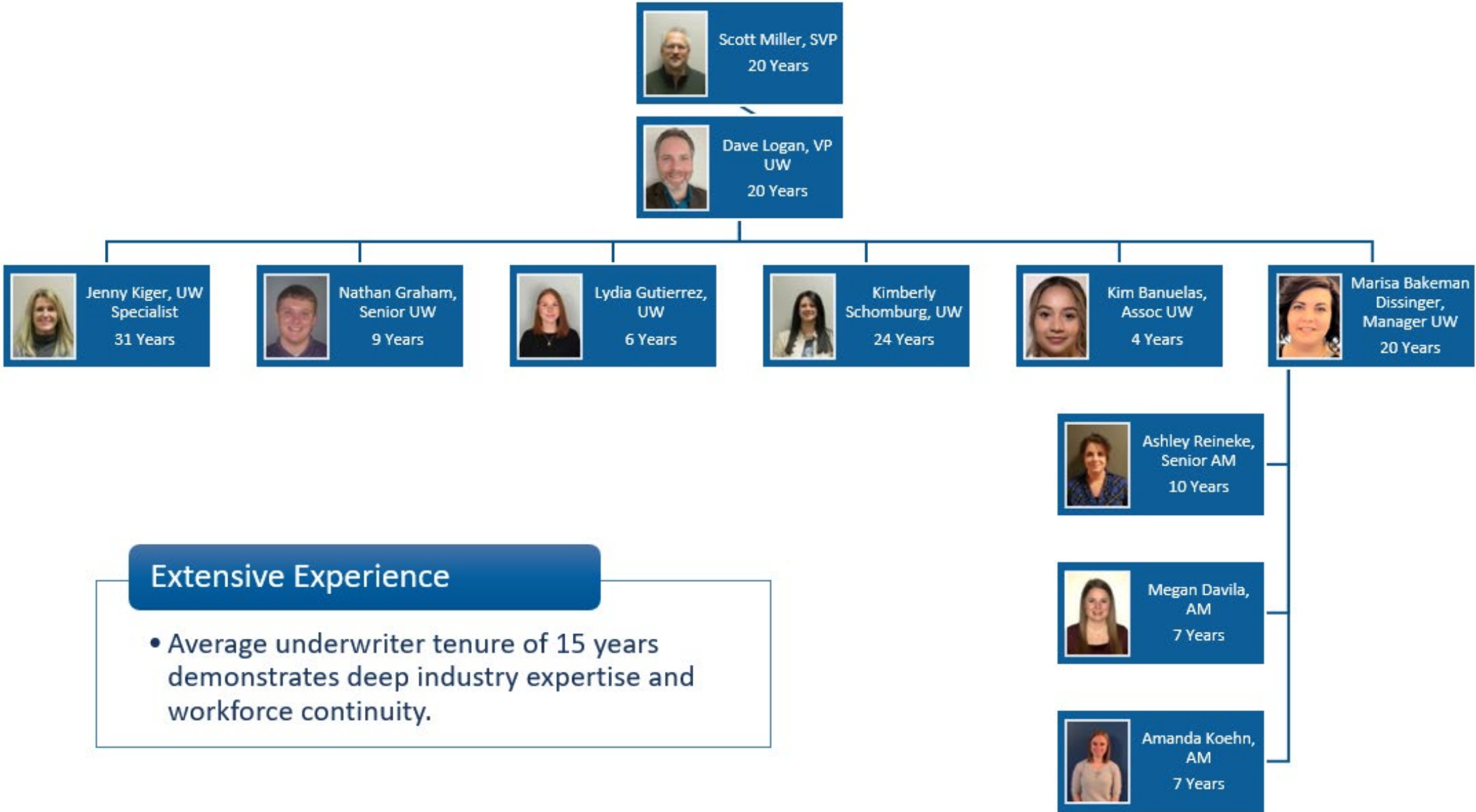
Scott Miller, SVP

Dave Logan, VP

Agenda

- Our Team
- What is an I/C?
- Program overview (Flipbook)
 - What sets us apart
 - Program structure
 - Risk appetite
 - Available coverages
 - Submissions and binding info
- I/C trends, marketplace conditions
- What are you hearing?

Our Team



Extensive Experience

- Average underwriter tenure of 15 years demonstrates deep industry expertise and workforce continuity.

What is an I/C??

I/Cs should own or lease their own equipment

True Owner-Operators are preferred. For I/Cs leasing their trucks we look at:

- Ideally the lease is through a third party like Penske or Ryder
- If the lease arrangement is affiliated with the motor carrier, preferably it's through a separate business entity and not the MC directly
- Ideally has a lease-to-purchase option (may be required in states like IL).

The Motor Carrier should not have an inappropriate level of control. I/Cs should be able to:

- Refuse loads and choose their own routes
- Choose where they garage their truck, get maintenance completed, be allowed to drive for other MCs

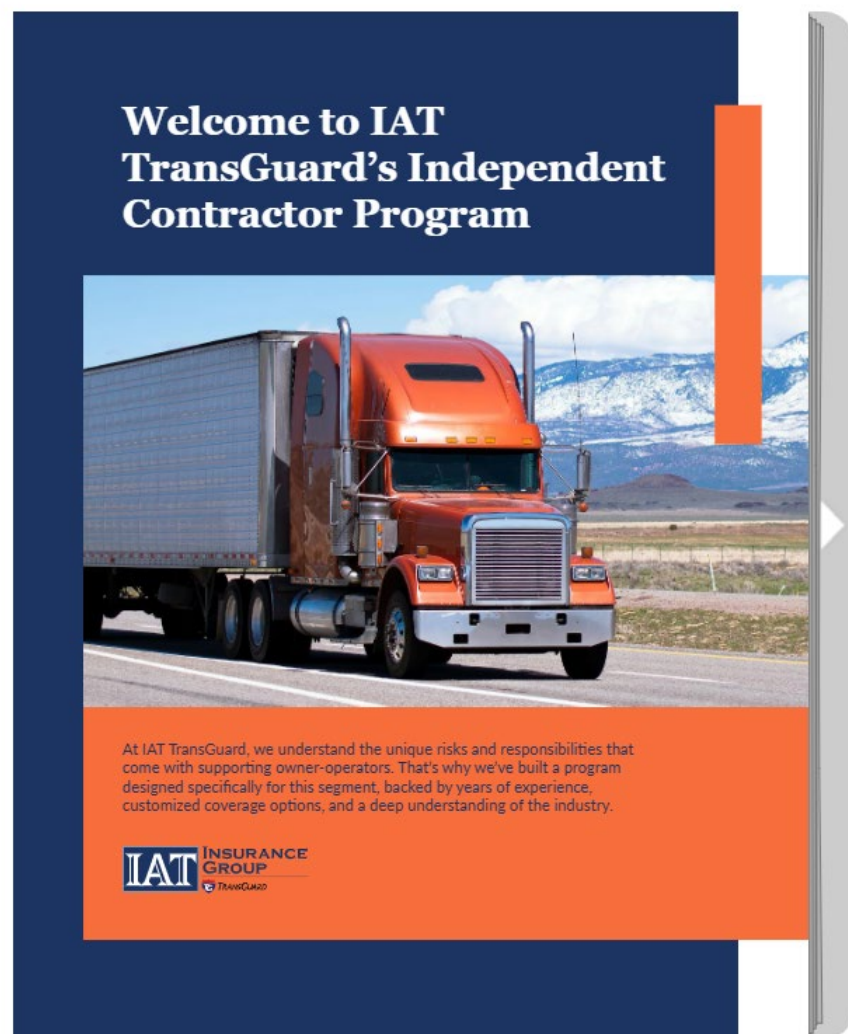
I/C's should be responsible for their own expenses

Independent Contractor Operating Agreement (ICOA) in place, documenting the relationship and ideally containing hold harmless/indemnification language.

Income reported on a 1099, not a W2

New Digital Flipbook

- Based on feedback from last year's Sapphire breakout sessions, we have created a new digital flipbook



[IAT TransGuard's Independent Contractor Program](#)

- What sets us apart
- Program structure
- Risk appetite
- Available coverages
- Submissions and binding info



Your Guide to Independent Contractor Coverage

Get a clear snapshot of your partnership with IAT TransGuard through our Independent Contractor Welcome Booklet, featuring key program details to help your customers keep business moving.

Marketplace Trends



Statutory Pressure

- New laws like AB5 redefine independent contractor classifications driving I/Cs to employee model.

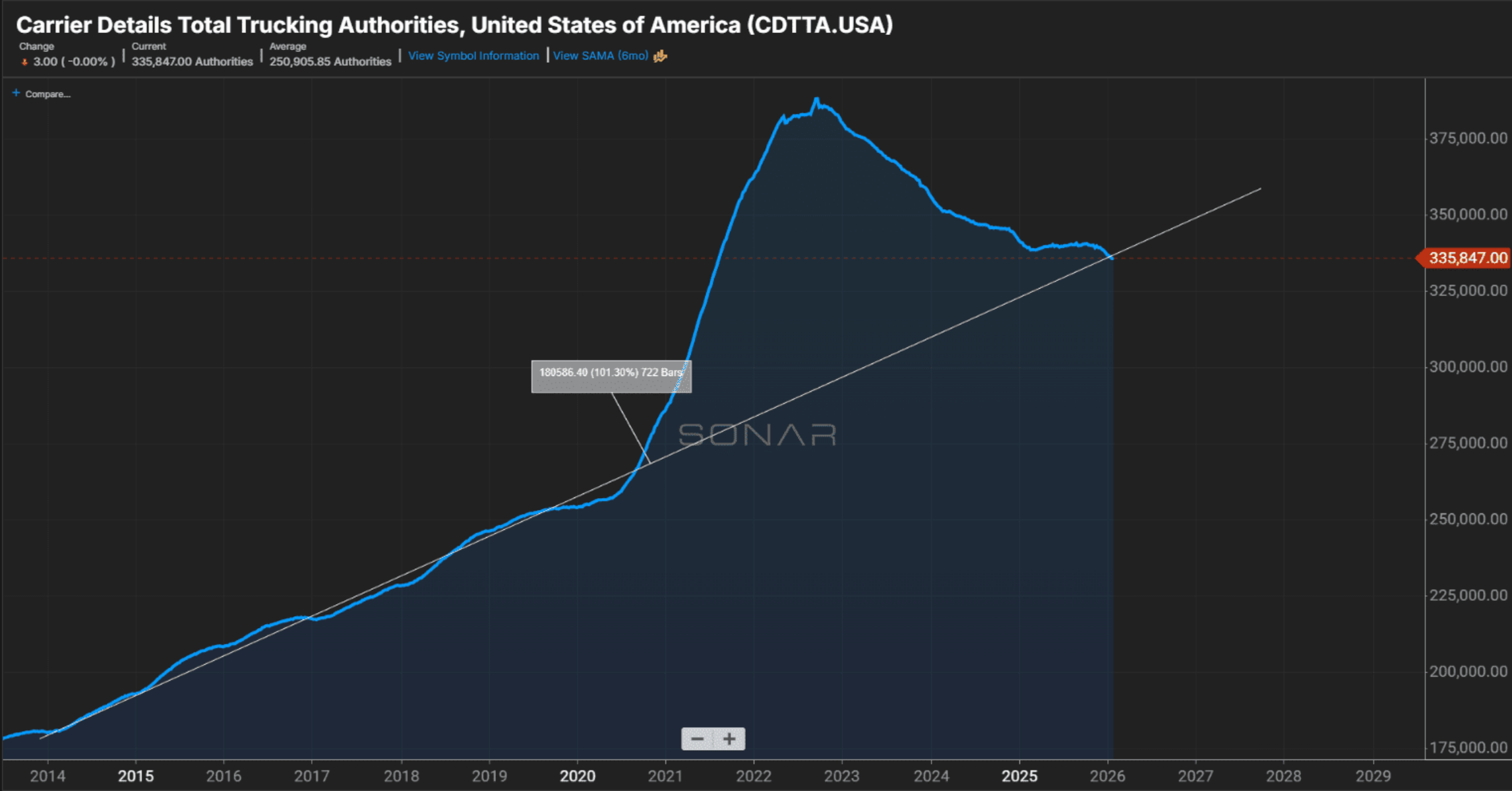
Trucking Challenges

- Rising ownership costs, volatile spot market rates, and economic instability are shrinking the independent contractor population.

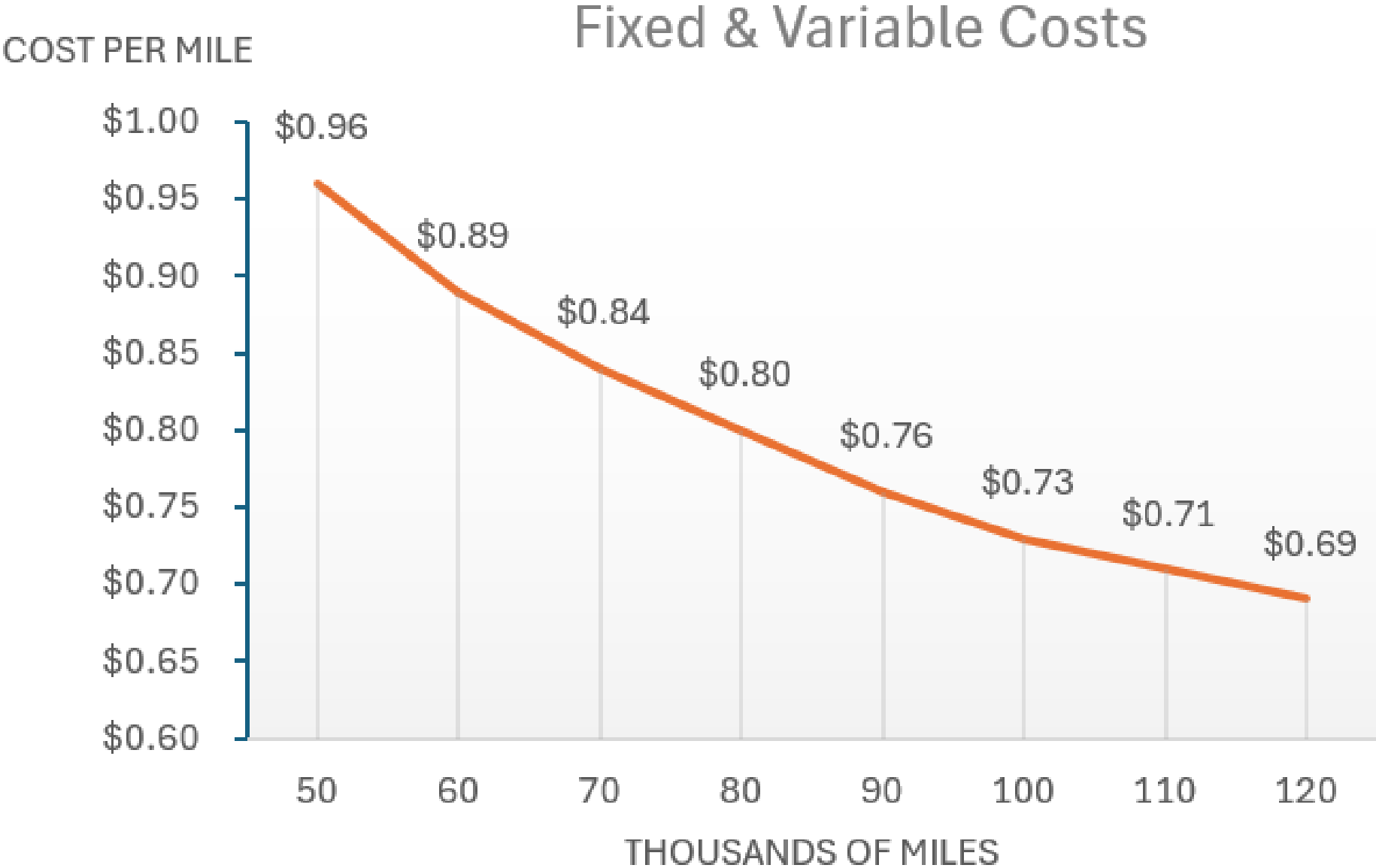
Industry Consolidation

- Motor carrier bankruptcies and M&A activity.

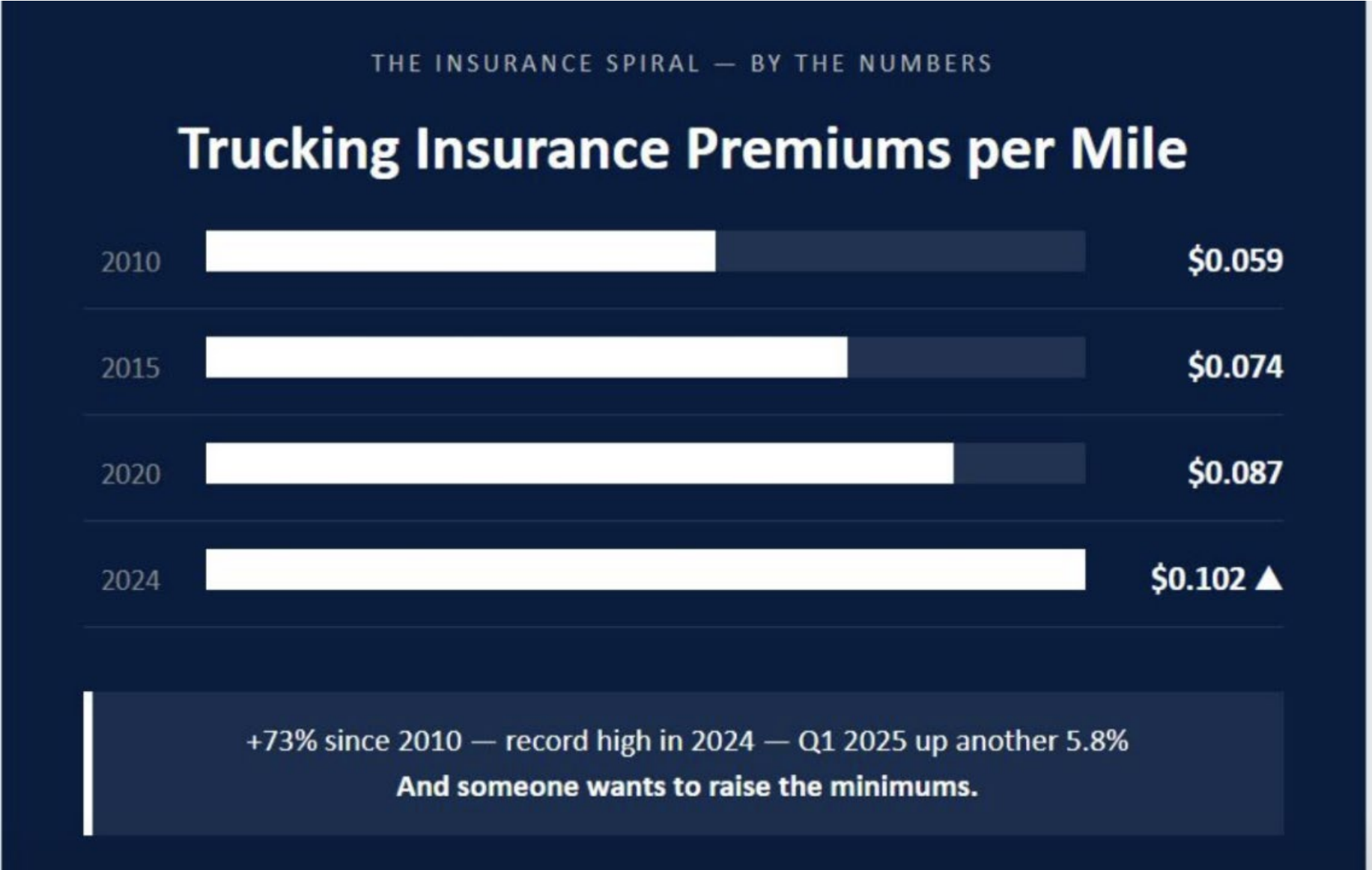
Marketplace Trends



Marketplace Trends



Marketplace Trends



Open discussion

What are you hearing?

- Trends
- Marketplace conditions
- Competition



Thank you!

Questions?