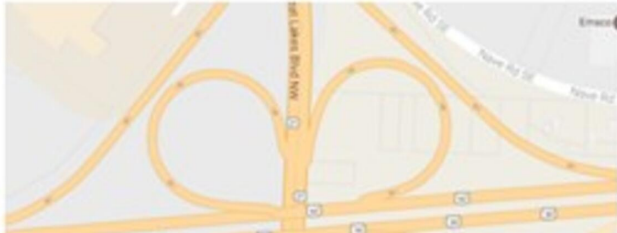




truck. Only the driver knows if this was a steady turn or a 'correction'.



## DRIVER'S SCORECARD REACTION

Idealease revolutionizes fleet operations with ELEVATE®, our proprietary Driver Performance System that improves driver safety and saves fleets millions of dollars in annual operating costs.

Sign up for the ELEVATE® Question/Tip of the Week and receive short, actionable, and easy-to-use information to help your drivers operate their vehicles more safely while reducing fuel consumption, idle time, wear and tear on equipment, maintenance costs, vehicle downtime, and more.

If you have a question or a topic you would like covered in a future ELEVATE Question/Tip of the Week, email [jerryring@idealease.com](mailto:jerryring@idealease.com) (<mailto:jerryring@idealease.com>).

Find a complete list of ELEVATE topics below.

### **Q: What do Managers experience when introducing a Scorecard for the first time?**

**A:** The feedback we receive of a driver's first response is to fight the data. Naturally, as managers, the first calls you make are to drivers who are underperforming.

When a driver gets defensive, the first instinct is to dispute the data. We encourage you to request a detailed report prior to the coaching session. When drivers see the data in detail, they begin to understand it a little more. We can provide detailed reports for any of our behavior KPI's.

**24/7** ROADSIDE ASSISTANCE  
CALL 1-800-435-3273

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