

# PEER PRESSURE AND HEALTHY COMPETITION

Each month we see significant improvements for certain customers. One customer particularly has made strides over time and recently had a performance spike. So, we asked the fleet manager, who oversees their fleet, what he attributed these improvements to.

He has multiple locations for his business, so it is not as simple as frequently holding a local driver meeting. He informed us that he displays his Drivers' Scorecards on a bulletin board for every driver to see. The company communicates their goals and expectations, then posts the results. This promotes healthy competition and opens conversations between drivers to coach one another and share advice.

If you and your team are not seeing expected results due to the inability to find time to coach specific drivers, this idea could help trigger some competition with your drivers as well.

Thank you to our valued partners, for sharing your tips for success!

We want to hear what works for you and the team if you have your own success-driving tips. Please reply to this email with tips from your own company and fleet.