

CD FOR THE TRUCKING INDUSTRY

HOT TIPS REGARDING INDEPENDENT CONTRACTOR TRUCK DRIVERS: SURVIVAL GUIDE FOR TRUCKING MANAGEMENT



In this outstanding 60 minute CD, attorney Nancy Joerg* speaks directly and frankly to trucking companies across the United States on an amazing variety of crucial issues for the trucking industry:

- IRS view of when owner-operators are properly classified as independent contractors
- IRS view on when lease purchase agreements are valid (and when they are shams!)
- New IRS position on the powerful safe haven defense for companies
- How to defend yourself in the face of an IRS audit on the issue of whether or not owner-operators are properly classified as independent contractors

Also discussed are the many state unemployment insurance definitions of independent contractor status for owner-operators. Definitions (of independent contractor status for truck drivers) from several different states are explained on the CD. The relationship between various agencies is discussed. Advice for independent contractor agreements is explained. Common client questions are carefully considered and answered. The pros and cons of using independent contractor owner-operators are analyzed.

This "plain-English" CD is easy to understand. It is an extraordinarily important and cost-effective training tool for:

- ✓ Trucking company executives
- ✓ Safety Directors
- ✓ Dispatchers
- ✓ Trucking company payroll people
- ✓ Trucking company attorneys and accountants
- ✓ The owner-operators themselves

When all parties in a trucking operation understand the correct independent contractor relationship between the trucking company and the owner-operators, the atmosphere will be much more harmonious and productive (and the liability of the trucking company as to its owner-operators will be dramatically reduced.) DO IT RIGHT!

Simply fill out the form below to order this informative CD: ***Trucking Industry – Hot Tips Regarding Independent Contractor Truck Drivers: Survival Guide for Trucking Management.*** Order several and pass them around your company. (No Risk!: 100% refund if not totally pleased.) Order now. Supplies limited.

*Nancy E. Joerg is a management-side employment lawyer from Wessels Sherman in St. Charles, Illinois. She is an aggressive advocate for trucking industry employers on independent contractor vs. employee status. She has represented trucking companies before the courts, the IRS, and various agencies. Ms. Joerg is also a nationally-noted speaker and writer on independent contractor vs. employee status and has spoken at many trucking association events.

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