



Food Service Drivers

or

Sales Servicemen

or

Delivery Specialist

Workshop 405

- It's an 8 to 5 Job!



A Simple Truck Driving Job



Tools Of The Driver
The Personal Unloading Device



Tools of the Driver

The Ramp

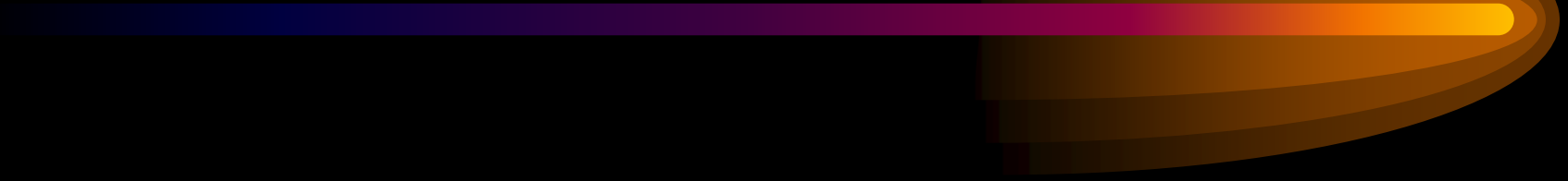


*A left turn off of Main ST - just
drop it inside the back door -
Said the Salesman*

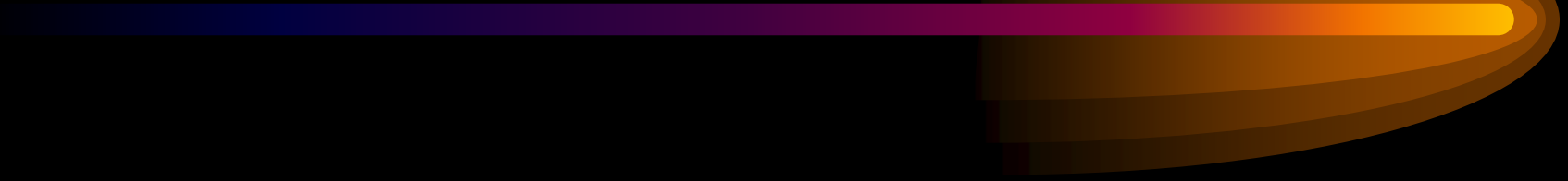
The Left Turn



The Back Door



The Just Inside The Back Door



Keeping The Customer Happy!



And Don't Forget - Be Safe!



WORKSHOP 405

- Finding the Right Applicants
- Selecting the Right Ones to Hire
- Driver Training
- Driver Recognition
- Driver Compensation
- Driver Incentives
- And Other Success Methods

Finding the Right Applicants



- Newspaper Ads
- Internet Posting.com
- Radio Ads
- Internal Referral

Understanding Who You Want To Hire



- Warm body with a CDL A
- Customer Service Skills
- Someone who takes Pride in their work
- Safety Minded
- Commitment to be better tomorrow
- Your Next Leader?

Training



- Training a New Driver - Day 1
- 30 - 60 -90 Day Review
- Semi Annual Review
- Post Collision Follow-up

Retaining Your Best Asset



- Driver Recognition
- Driver Incentives
- Driver Compensation

Other Success Methods



- Leadership
- The Right Kind of Leadership

Retaining Your Best Asset



- It's Leadership In The Small Stuff
 - Ride With
 - Lunch
 - It's Hot Outside
 - It's Cold Outside