

**Welcome,  
Members!**



# Bus & Motorcoach **NEWS**

GOING ON IN THE BUS INDUSTRY

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2022 EXPO

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# Today's Agenda

## **1—Welcome & Intro**

Larry Killingsworth

## **2—Motorcoach Minute**

*Featuring Kevin Creighton*

## **3—Legislative & Regulatory Update**

Ken Presley

## **4—Century Business Solutions**

Jay Pearson, Century Business Solutions

## **6—UMA Comp**

Ken Presley

## **6—Insurance & Risk Management Panel**

- Tim O'Bryan, Service Insurance Agency
- Steven O'Shea, Lancer Insurance Company
- Steve Blankenship, National Interstate Insurance Company

## **7—Overdrive**

Time to visit with friends



```
graph TD; A("CERTS 2.0  
$6 billion") --> B("$3.5 trillion  
Build Back Better"); A --> C("COVID Relief"); A --> D("Infrastructure Investment  
and Jobs Act");
```

\$3.5 trillion  
Build Back Better

CERTS 2.0  
\$6 billion

COVID Relief

?  
Infrastructure  
Investment  
and Jobs Act



**Century**  
BUSINESS SOLUTIONS



**EBizCharge**<sup>®</sup>

**Jay Pearson**

Director of Strategic Partnerships





+



**EBizCharge®**

**EBizCharge** is a payment solution owned and developed by Century Business Solutions.

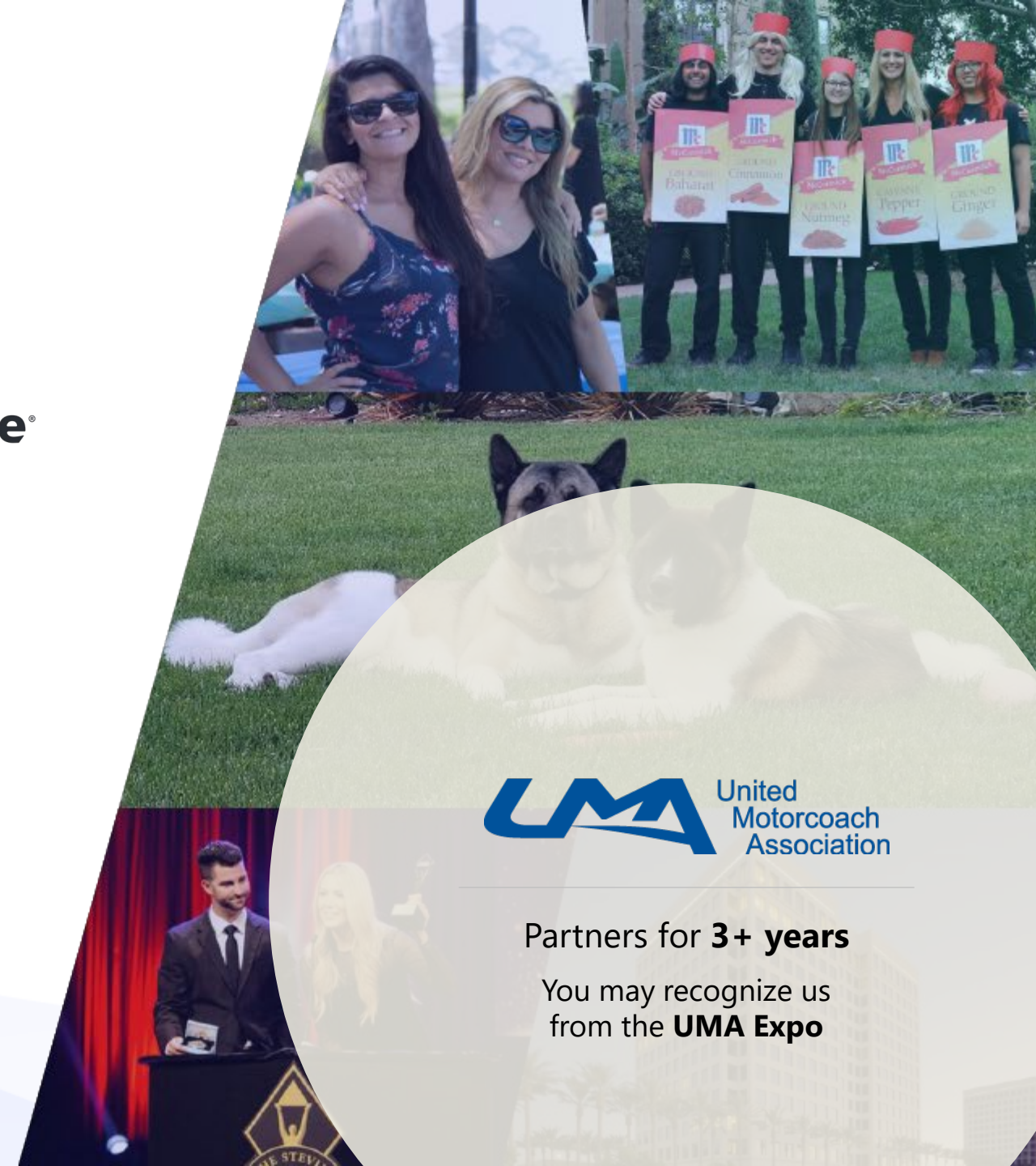


Irvine, CA



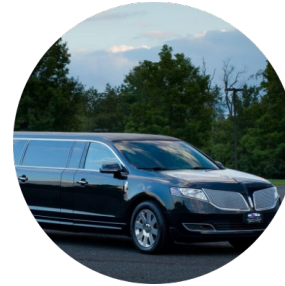
Partners for **3+ years**

You may recognize us  
from the **UMA Expo**



# The preferred payment option in the transportation industry for over 15 years

- ✓ Payment gateway
- ✓ Payment processing
- ✓ Payment integrations
- ✓ Payment collection tools
- ✓ In-house support
- ✓ Developers on staff



Operating across the entire transportation sector

# Integrate payment processing into the tools you already use

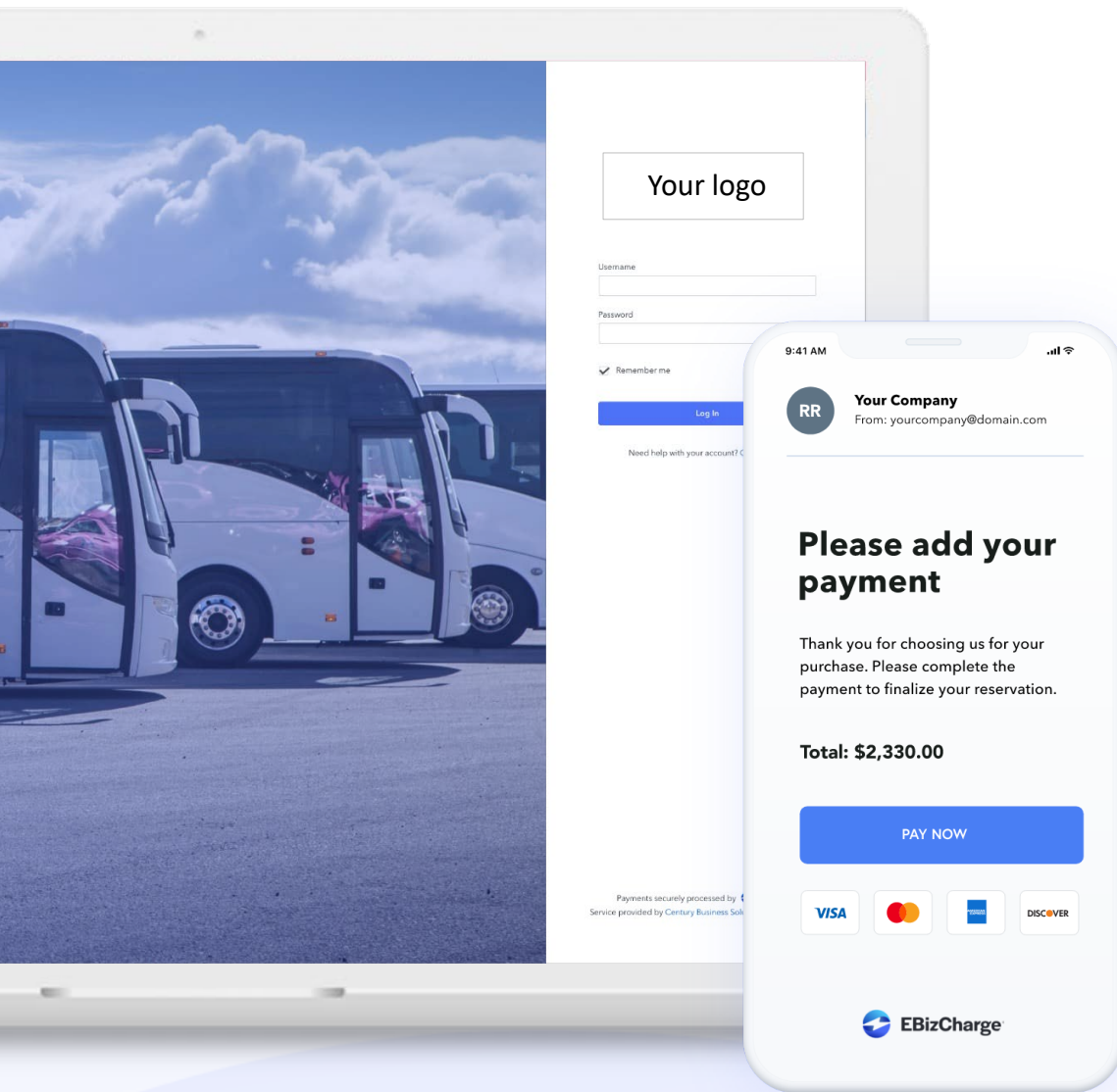
The logo for goTour, featuring the word "go" in green and "Tour" in grey, with a green horizontal line above the "o" in "go".The logo for goChart, featuring the word "go" in green and "Chart" in grey, with a green horizontal line above the "o" in "go".The logo for Intuit QuickBooks, featuring a green "qb" icon, the word "intuit" in small grey text, and "quickbooks." in bold black text.The logo for The Hudson Group, featuring a blue circular icon with a white "H" and the text "The HUDSON Group" in blue.

+100's more

More transportation  
integrations

The logo for LIMO ANYWHERE, featuring the word "LIMO" in white on a black background and "ANYWHERE" in red below it.The logo for FASTTRAK, featuring a blue and green stylized "F" and the word "FASTTRAK" in blue.The logo for LIVERY COACH, featuring a blue circular icon with a white "L" and the text "LIVERY COACH" in black.The logo for Century BUSINESS SOLUTIONS, featuring the word "Century" in red and "BUSINESS SOLUTIONS" in black below it.The logo for EBizCharge, featuring a blue circular icon with a white lightning bolt and the text "EBizCharge" in black.





## VIP customer payment portal & email pay

Receive payments faster, increase security, and make it easy for your VIP clients and affiliates to pay you online.

### Results EBizCharge users see

- ✓ Speed up collection by ~7.8 days
- ✓ Competitive advantage
- ✓ Better customer experience
- ✓ Ease of prioritizing collections
- ✓ Increased cash flow
- ✓ Fewer late payments
- ✓ Stronger payment security for customers



Utilize the latest technology in payment security such as **tokenization** and **off-site data storage**.

# Know who you're in business with.

AS SEEN IN

Forbes

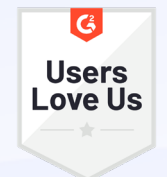
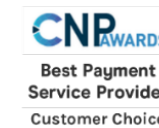
Entrepreneur

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THE  
HUFFINGTON  
POST



Century  
BUSINESS SOLUTIONS

EBizCharge

## EXCLUSIVE OFFER



Century Business Solutions is proud to be the trusted merchant services provider for the UMA.

### Cost Effective Payment Processing Solution For UMA Members:

If you send us the last 3 months of your processing statements, and we CANNOT save you money, we will pay your next 3 years of UMA membership dues in full.



- ✓ PMA Companies
- ✓ Excellent Underwriting
- ✓ Claims Management
- ✓ PMA Account Management.
- ✓ Transportation Safety-PMA Risk control professionals
- ✓ Benchmarking Data
- ✓ FREE Online Training/PMA Organizational Safety Institute
- ✓ Complex Bill Review
- ✓ Claim Reporting Options

**Ron Schwarz**

**(818) 242-5100 ext. 140**

**RSCHWARZ@KFBINS.COM**

**15!**

**UMACOMP**

workers' compensation insurance



# 2021 Safety Management Seminar

**Early Bird:** Thru October 29 - discount shows in cart - Team pricing includes FIVE from the same company.

- Individual UMA Member \$99
- Team UMA Member \$219

**Advance: December 1 Deadline**

- Individual UMA Member \$129
- Team UMA Member \$259

**Non-Member:** Why not join?

- Individual. \$229
- Team \$449

## Safety. It's a Team Effort.

*Virtual*  
**UMA SAFETY MANAGEMENT SEMINAR 2021**  
December 7, 8, & 9

An virtual event for **everyone** on your team who is **serious** about motorcoach **safety**.

- Compliance
- Driver Readiness
- Risk Mitigation
- COVID Concerns
- Personnel Issues
- Agency Updates

Early Bird Rates end October 29

# Our Panelists



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