

Background Screening News



Increase Revenue – Sell DOT Drug Testing

Background check providers have an opportunity to increase revenue by selling DOT drug screening services. Initially, this may seem complex, but adding these service offerings can be very profitable.

The first step is to learn what the DOT employers need to know by attending the Designated Employer Representative (DER) Live Webinar training - Sep 14, 2021, 3:00 PM EDT. This is a special offer for background check providers – use discount code CRA50 for 50% discount, [Register Now for the DER Training Webinar](#).

So, what is a DER. This is the person at the DOT regulated company who is in charge of the DOT drug & alcohol testing program for the company. All DOT regulated employers are required to have a Designated Employer Training (DER) for their DOT drug & alcohol testing programs. This webinar will help DER's to protect their business from non-compliance with DOT drug and alcohol testing regulations. This training is appropriate for all DOT transportation agencies including FMCSA, FAA, FTA, FRA PHMSA & USCG.

Background check providers can significantly increase revenue with drug testing programs. Joe Reilly, President of National Drug Screening stated “CRA’s can increase revenue by adding drug testing services and if they do it right, it will become a profitable service for your business. I highly recommend that your organization maintain access to a subject matter expert on DOT drug testing. Knowledge is power and we can help to provide that knowledge.”

By attending the DER webinar, CRA’s get access to a second **Free Webinar** that will be held on Tuesday September 28 at 12 noon – 1pm, eastern: **Questions & Answers on Selling DOT Drug Testing**. [Register now](#) for this free webinar which will answer all your questions regarding DOT drug testing. There is no set agenda other than your questions on selling DOT drug testing.

A prerequisite to the free webinar will be to attend the Sep 14, 2021, 3:00 PM EDT **DER Training webinar** offered to CRA’s with a discount - use discount code CRA50 for 50% discount, [Register Now for the DER Training Webinar](#).

A recording of the training webinar will also be available to attendees. Copies of the presentation along with a special report – **Selling DOT Drug Testing** will be available also for all who attend the webinar.

Take advantage of these unique opportunities to learn more so you can sell more and earn more revenue. DOT drug testing has some complexities but learning the product and service will help you better serve and provide an added advantage to your customers.

For any assistance on drug testing or any questions, please contact Tom Fulmer 321-622-2040, tom@nationaldrugscreening.com or Joe Reilly 321-622-2020, joe@nationaldrugscreening.com.



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