

# SMC<sup>3</sup> ONLINE EDUCATION

## 2021 HYBRID SCHEDULE

The 2021 SMC<sup>3</sup> Online Education hybrid schedule features industry experts from well-known organizations in the LTL industry. The hybrid online learning education program is specifically tailored to provide convenient, self-paced learning with access to live industry experts. The curriculum for each self-paced class includes weekly live seminar sessions with industry thought leaders to reinforce key concepts and address real-world changes.

### LTL 203: LTL CARRIER PRICING & COSTING

- APRIL 15 The Basic Fundamentals of LTL Pricing & Costing
- APRIL 22 Classification & the Role of the NMFTA
- APRIL 29 Reduce Invoice Surprises
- MAY 6 RFP Best Practices

### LTL 204: US LTL TRANSPORTATION LAW & REGULATIONS

- JULY 8 Inside the Washington Beltway
- JULY 15 The FMCSA – Its Function & the Year's Priorities
- JULY 22 Contracting for the Modern Supply Chain
- JULY 29 Insurance Coverage in a Sea of Claims

### LTL 205: LTL BUSINESS ANALYTICS

- SEPT 9 Producing & Interpreting Cost & Revenue Analytics
- SEPT 16 Building & Utilizing Pricing Tables
- SEPT 23 The Power of Identifying & Collecting Data through Technology
- SEPT 30 CLTL Value & Exam Preparation

### LTL 201: THE FUNDAMENTALS OF LTL

- OCT 28 Building Your Career in LTL
- NOV 4 LTL – The Process and How Money is Made & Lost
- NOV 11 Communicating Effectively with your LTL Carrier
- NOV 18 Understanding Final Mile & Reverse Logistics



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