

## Webinar Q& A from Michael Cowen



1. Besides the events and organizations already mentioned, are there any other upcoming events taking place?

I have my Cowen's Big Rig Bootcamp. Our San Antonio date is sold out, but we have a few spots remaining in McAllen, Texas on October 17.

For members of the AAJ Trucking Litigation Group, we are having a members-only seminar in Palm Beach, Florida on December 9-10.

The AAJ Jazzfest seminar in New Orleans on May 2-3, 2020 will also cover trucking topics.

2. Is APITLA now defunct?

I don't know. I have not been a member of APITLA for a number of years and do not see any upcoming events on the APITLA website.

3. Michael, we love the podcast and thanks for doing them. Are you aware of any reliable database to confirm all the insurance coverage applicable to trucking companies and their drivers?

There is not a 100% reliable database to find all potential excess policies. Even in discovery, we often do not get them until we really push the issue through depositions or a motion to compel.

For the primary limits of a trucking policy, you can search the Federal Motor Carrier Safety Administration's Licensing and Insurance page. It will get you the

policy on file. The website is: [https://li-public.fmcsa.dot.gov/LIVIEW/pkg\\_carrquery.prc\\_carrlist](https://li-public.fmcsa.dot.gov/LIVIEW/pkg_carrquery.prc_carrlist). This database will not include any excess policies.

ML Research Group is good at finding excess policies. However, they do not necessarily have access to every policy. If ML says the policy exists, it likely does. But there may be coverage even if it doesn't come up in a ML search.

4. How do you get more trucking cases?

Depends on your firm's marketing strategy. I have a practice based on attorney referrals, so I do a ton of things to get those referrals. The most important thing is to do a really good job on the trucking cases you have so that your clients and referring attorneys will want to hire you again and tell their friends what a great job you did. Other than that, I speak at seminars, publish articles, host my own seminars, send out a monthly mini-magazine to over 1,000 lawyers, write books, host a podcast, take potential referrers to lunch/dinner/drinks/events, and do anything else I can think of to encourage more truck case referrals.

5. Michael, do you co-counsel?

Yes. 98% of my cases have been brought to me by co-counsel. If you have a potential case where I might be able to add value, please feel to either e-mail me ([michael@cowenlaw.com](mailto:michael@cowenlaw.com)) or my marketing director, Delisi Friday ([delisi@cowenlaw.com](mailto:delisi@cowenlaw.com)).

6. Can I get on your podcast?

Maybe. We are always looking for interesting guests for the podcast. If you would like to be a guest, please e-mail Delisi Friday ([delisi@cowenlaw.com](mailto:delisi@cowenlaw.com)). It is very important that every podcast episode provide value to our listeners, so please include what it is you have to share that others could benefit from knowing.

We typically do not have experts or other legal service vendors as podcast guests because I do not want my podcast to appear to be a sales platform.

7. How do you pay the expenses?

I use Advocate Capital to fund my case expenses. I could never have reached this level of success without Advocate's financial backing.