

Ahern & Associates Reports YouTube Podcasts Growing in Popularity

Andy Ahern offers crucial information for the trucking industry on topics ranging from how to prepare a company to sell to the driver recruitment outlook for 2015



PHOENIX, AZ, UNITED STATES, January 15, 2015 /EINPresswire.com/ -- he founder and CEO of trucking and transportation management consultation firm Ahern & Associates, Andy Ahern, presents regular [podcasts](#) which are well-received both within and outside of the trucking industry. Recently popular posts include those with predictions on the state of the transportation industry for 2015 and business tips useful for anyone in a position of leadership. Some recent podcasts have featured discussions on sales and marketing in the coming year, the importance of saying “Thank You”, what’s in store with driver recruitment for 2015, and how transportation company owners should prepare to sell their companies, among many other topics.

Subscribers and viewers from across the country are exposed to valuable information they may not find anywhere else by way of the podcasts, which are extremely highly anticipated by followers. In one such recent podcast discussing independent contractors in the industry, Andy Ahern defines the independent contractor model, and states that the IRS and the Dept. of Labor have been challenging contractors. The 20-point test has been thrown out; the real test is if the independent contractor works exclusively for one company. If he/she does, the contractor is often deemed to be an employee. Cases have gone to the Supreme Court in various states, however, to challenge that. In addition, reversals have been made where contractors have been deemed to be independent.

Recently, Andy Ahern spoke at the Motor Carriers Conference in Connecticut. The President of the Association asked Mr. Ahern to speak about the challenges of the trucking industry, and Ahern covered driver shortage, exit strategies, CSA compliance, hours of service, and more. Connecticut was instrumental in passing a bill stating that independent contractors who primarily work for one company can still be considered independent instead of an employee. Andy Ahern reveals how the trucking industry is different than other industries, and when a driver purchases his or her own tractor, they are an independent. The podcast continues with discussion focused on supporting the trucking industry and associations, and the challenges that the industry has faced and will face in the months ahead.

In a December 2014 podcast focusing on how to prepare a company to sell, Andy Ahern predicts that 2015 will be a very active year in regards to exit strategies. He begins the discussion with the “Ahern Rules” of preparing your company to sell. The first rule is that you must be emotionally prepared to let go. If you aren’t emotionally ready, Ahern advises that you don’t go any further.

Ahern’s second rule is you have to be competitively priced. He continues on through the podcast touching on a wide variety of key information, from recasting depreciated assets at fair market value to hiring a tax consultant, and from the importance of having a third party come out to review proposed deals to knowing what strategic buyers are looking for. The bottom line in this podcast is to be prepared – emotionally, intellectually, and financially.

Interested parties can listen to the Ahern & Associates podcasts via the official Ahern & Associates [podcast page](#), and they can also see the presentations on [YouTube](#). More information also can be obtained by calling Ahern & Associates at 602-242-1030 or by visiting <http://www.ahern-ltd.com>.

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About Ahern & Associates, Ltd.

Ahern and Associates is North America's leading trucking and transportation management consulting firm. The skilled consultants at Ahern and Associates specialize in mergers and acquisitions of trucking and logistics companies as well as the restructuring and evaluation of existing carriers that seek to increase operating efficiency and improve profitability. Since 1987, Ahern and Associates has aided hundreds of buyers in the acquisition of trucking and logistics companies throughout the U.S. and Canada as well as assisting many transportation and logistics companies in reducing their overall operating costs and increasing their profitability.

For more information, please call 602-242-1030 or visit <http://www.ahern-ltd.com>.

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