



You can build a trucking company and not own a truck. You would hire an individual who owns their truck already to work with you.

This is called **Lease On**

You have a trucking authority, and you are utilizing other owner operators who own their own truck and trailer.

You would be providing the services such as:

- You handle most of the paperwork.
- You handle fuel tax.
- You find freight and provides dispatching services.
- You add their truck and arrange the primary auto liability and cargo insurance.
- You provide fuel cards.
- You collect payments and pay out to the owner operator a percentage of the loads.

If the owner operator does not have a portion plate, then you would need to provide. This can cost up to \$1800.00 in some states but can be offset by taking the cost out of the line haul. You will also need to provide ELD.

Watch Additional video explaining IRP Plates in Compliance Training Section.

How can you benefit from this business model?

- You can start a trucking company much cheaper without having to buy a truck.
- You can build a fleet organically and profit weekly.
- You can build a brand and starting point for full circle logistics.

What Do you Focus On?

- You focus freight research
- You establish your dispatch system
- You handle billing and payments.
- You establish compliance and preventative maintenance programs.
- Marketing for new owner operators.
- Create a Niche within a certain freight industry.
- Keep your owner operators happy with them seeing your labor within freight research and timely payments and billing.
- TMS (Transportation Management Software) Keep your owner-ops in the know of what is going on with paperwork.
- Create a standby situation within a team network for 24/7 availability.

Who Is Your First Owner-Operator?

Your first owner operator is a critical business choice. The person should have the same mindset of growing within your business model and should be prepared for the following:

- Perfect driving record. This sets the standard for your insurance cost.
- Good equipment that is road worthy.
- At least 2 years' experience driving.
- The ability to have a positive attitude and help with recruiting more owner-operators.
- At least willing to work with you for a minimum of 1 year.

- The ability to work closely with you when they are at each shipper for reconnaissance information.
- A patient attitude for growth.

How do you afford to lease on an Owner-Operator?

When bringing on a lease on you will have some expense. If you choose to do this business model. Below are some of the expenses you will incur and how to offset them.

- Insurance for Primary Auto Liability and Cargo. You will have to come up with your down payment for starting your insurance policy. Once you pay for your down payment of liability and cargo, you will deduct the cost of the policy from the weekly gross of your owner-operator.
- Portion Plate. You will purchase your portion plate, and this plate will belong to you. You can then deduct weekly for half the cost of the plate for the owner operator to use. Some owner operators will have their own portion plates, and this will save you the cost.
- Lettering of your truck with Company name and MC, DOT numbers. This is an expense you will need to check with local lettering companies, and you will incur each time you bring on a lease on truck. You can negotiate with the driver for this cost and split the difference.

If I lease On A Truck, What Di I Need From Owner-Operator?

Watch Video In Training Portal