

**PERFORMANCE PAY PLAN**

**Freight Broker In-Training**

**50% Operation Pay PROFIT Plan**

**After We PAY the CARRIER / DRIVER – What’s Remaining = PROFIT…………………….**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Loads Per Day | Earning Per Load **50%**  **Off Profit** | Daily Earning | **Weekly Earning** | **Monthly Pay Check** | **Yearly**  **Income** |
| **Process By Customer** | **$200 Profit**  **Example** |  | **6 Days** |  |  |
| 1 | $100 | $100 | **$600** | **$2,400** | **$28,800** |
| **2** | $100 | **$200** | **$1,200** | **$4,800** | **$56,600** |
| 3 | $100 | $300 | **$1,800** | **$7,200** | **$86,400** |
| 4 | $100 | $400 | **$2,400** | **$9,600** | **$115,200** |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 5 | $100 | $500 | **$3,000** | **$12,000** | **$144,000** |
| **6** | $100 | **$600** | **$3,600** | **$14,400** | **$172,800** |
| 7 | $100 | $700 | **$4,200** | **$16,800** | **$201,600** |
| 8 | $100 | $800 | **$4,800** | **$19,200** | **$230,400** |
| 9 | $100 | $900 | **$5,400** | **$21,600** | **$259,200** |
| 10 | $100 | $1,000 | **$6,000** | **$24,000** | **$288,000** |

**Example**

Pay Plan based on Full Truckload (FTL)average profit being $200 per shipment…

Customer / Shipper Pay for Services **$700 --- $500** Paid to Carrier / Driver = **$200 profit**