

131 Trucking
141 E. Michigan Ave. suite 202
Kalamazoo, MI 49007



Mr. Johnny Cason II,

12/15/2021

This letter is an official offer to Join 131 Trucking as an Owner-Operator. Here at 131 Trucking, we are a company designed for entrepreneur minds. We strongly believe that all Owner-Op's should be in 100% control of their own business, since the entire reason you decided to walk away from a paid company driver position and go off on your own expense, was to earn more money and be your own boss. Luckily for you, I have been and still am an Executive Coach and Business Consultant since 2006 and my firm is designed to strategically create wealth for individuals and companies. Our core belief is what is called "Blue Ocean Strategy", which in this industry didn't take me long to see what mistakes companies were making. You see in a shallow ocean, the fish (drivers/competition) are trying to survive and when chum is tossed into the water it becomes red, all the fish will scramble. In a Red Ocean it is a constant fight for survival. When I look at a company, I want to change the "norm" and figure out how to change the status quo of the industry. In a Blue Ocean, a shark swims freely, and may feed when it chooses to, without the fear of another shark trying to grab its catch.

In this industry all Motor Carriers are fighting for Company Drivers and Owner-Operators, trying to convince them to come to work for their company. They offer payouts of 75%-80%, there are a rare few that may pay slightly into the low to mid 80% range, however, typically they pay higher, because their company is incapable of generating the proper revenue to your trucks, so they pay higher to make up the difference. The bottom line however is still fact – all they want is to earn a % off you. They don't care if you are successful or not, they just want their piece of the pie. Our membership program is different. We as a company do not make much money at all off of you as a single unit, we need volume, we need 10 Owner-Operators for every 2 that a traditional carrier needs. But my philosophy is your business is not my business, and I don't deserve a % of it just because that is the "industry standard".

Here is our 131 Membership detailed out exactly as we spoke about:

All our owner operators are paid 100% of their gross revenue to your truck. Every business including our own, has expenses which are fixed and every month I know exactly what they will be, and we also have expenses that are variable, which often change month to month, but can be very close to the same. To Join the 131 Membership, and become a real entrepreneur, the membership fee is \$2,500 a month and you have an option to add on the Wealth Creator Clinic Business Coaching program for what is normally \$2,500 a month to its clients, but because I own that company as well, I am bringing the services to you for \$500 a month. I will detail below what you get and why it is important, but it is still an option. For your 131 Membership fee, you are making a decision as a business owner to source all of the headaches of running a business to us, and in turn we promise to help you grow your business. My personal philosophy is simple – First help others get what they need, and eventually I will get what I need –

Here is the summary of the program and a few cashflow examples below.

- 100% gross revenue to you
- 131 Membership - \$2,500 mo. (includes 1-5 below)
 1. Dispatch Service
 2. Invoicing Service
 3. Collections Service
 4. ELD
 5. Plate/Registration Program – (cost TBD and separate, each unit is different)

- Insurance - \$ Unknown (This depends on your unit, and driver history, however we estimate based on averages \$13,800 per year, which is \$1,150 per month)
 1. Cargo
 2. Liability
 3. Driver Cost based on CSA score
- Factoring – (Monthly cost is unknown, it will depend on gross revenue)
 1. ACH 3.9%
 2. Wire 4.5% + Bank fee (each bank is different and may or may not charge a wire fee)
 3. Option 1 which is the standard, payout every Friday.
 4. Option 2, you can pick a schedule of deposit days through the week. For example, you may want and wire on Fridays and a wire on Tuesdays. (Keep in mind the more deposit days, the more bank fees).
- Owner Operator Individual Insurance – \$Unknown (This cost varies depending on your unit, and trailer, we estimate based on averages \$300 a month, which is \$3,600 year).
 1. Physical Damage (tractor and trailer, if your unit is paid off this is optional)
 2. Bobtail (optional)
- Wealth Creator Clinic Business Coaching - \$500 mo.
 1. Strategic Plan Creation – (the blueprint for your business to grow)
 2. Introduce to our network of Accountants to assist in maximizing your taxes.
 3. Introduce to our network of Lawyers to assist with any legal advice you may need.
 4. Operation of QuickBooks
 5. Monthly reporting of your company financials
 6. Introduction to our finance partners, to grow your personal fleet using your business instead of your personal credit.
 7. Assistance with hiring drivers
 8. Weekly one on one coaching
- Referral Program
 1. Every Owner Operator you introduce to the company, which signs and joins the 131 Membership, you will receive a \$500 credit to apply towards your next membership payment.
 2. For each Owner Operator who has signed up based on your introduction, after the first month, you will receive a \$150 credit every month recurring, as long as they stay with our company. This has no limit and applies to your own personal fleet also, as we help you grow your cashflow.

This is a very comprehensive membership program, and 131 Trucking is focused on doing its job to service your business because that is in essence what you are paying us for. In addition to that, the Wealth Creator Clinic is focused on building your company, and your personal cashflow. As I stated above, if I can help build your personal wealth, the addition of the trucks and cashflow I help you build, adds units to our company as well. Below are a few examples of how the monthly profits can look, to help visualize the program.

EXAMPLE 1

	\$25,000		Monthly Gross (for an owner operator, this is average month)
-	4.5%		Factor Fee (\$1,125)
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	\$23,875		Adjusted Gross
-	\$1,150		est. Insurance Cost (cargo, liability, driver)
-	\$2,500		131 Membership
-	\$300		est. Owner-Op Insurance (physical damage)
-	\$900		est. cost of trailer
-	\$6,000		est. fuel expense based on today's prices
-	\$500		Wealth Creator Clinic Coaching
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	\$12,525	mo.	Owner Operator Profit
	\$150,300	yr.	

EXAMPLE 2

	\$20,000		Monthly Gross (for an owner operator, this is very low month)
-	4.5%		Factor Fee (\$900)
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	\$19,100		Adjusted Gross
-	\$1,150		est. Insurance Cost (cargo, liability, driver)
-	\$2,500		131 Membership
-	\$300		est. Owner-Op Insurance (physical damage)
-	\$900		est. cost of trailer
-	\$6,000		est. fuel expense based on today's prices
-	\$500		Wealth Creator Clinic Coaching
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	\$7,750	mo.	Owner Operator Profit
	\$93,000	yr.	

EXAMPLE OF PASSIVE INCOME WITH WEALTH CREATOR CLINIC PROGRAM

EXAMPLE 3

(Example is with the addition of 1 unit to your company)

	\$22,000		Monthly Gross (average month for an employed driver, with weekends home)
-	4.5%		Factor Fee (\$1,125)
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	\$21,010		Adjusted Gross
-	\$1,300		est. Insurance Cost (cargo, liability, driver)
-	\$2,350		131 Membership (with \$150 credit)
-	\$300		est. Owner-Op Insurance (physical damage)
-	\$900		est. cost of trailer
-	\$6,000		est. fuel expense based on today's prices
-	\$5,385		Compensation for driver based on \$70,000 per year.
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	\$4,775	mo.	Profit to Owner Op LLC
-	20%		suggested operating cost to go to LLC
-	\$1,000		suggested to take \$1,000 away, after the 20% operating cost for a maintenance savings account up to \$7,000
			Once the account is \$7,000, you no longer need to save that extra money.
	\$2,820		Net passive income to Owner
	*\$3,820		If the maintenance account is at \$7,000 this is the Net passive income to owner.
	**11,460		With the help of the Wealth Creator Clinic, if you had 3 trucks, this would be your passive income est.

There is a lot of information here, but I tried to be as detailed as possible. This information will also be detailed out in or official contract, and you may also call or speak at our office in person if you have any additional questions.

We are excited for you to join 131 Trucking and we hope you sign below to accept the offer.

*When you are finished signing and accepting below, if you have not already done so please send a copy of your driver's licence, Copy of Articles of Incorporation for your company and a Copy of your EIN#.

After we have that we will draft the agreement and schedule a time to meet in our office or virtual depending on your location to proceed.

Respectfully,



Antonio M. Bravata
CEO

*Acceptance x _____ Date: ____/____/____
Signature line.

COMPANY NAME: _____

ENTITY TYPE: _____

EIN# _____

UNIT MAKE: _____

UNIT MODEL: _____

UNIT YEAR: _____

VIN# _____

YEARS OF ACTIVE CDL: _____



WEALTH CREATOR CLINIC