

SALES PITCH

Agent: Good Day, Good Morning, Good Afternoon Sir/ Ma'amThis is Jonathan here calling on the behalf of GOLFER DISPATCH SERVICES.....How are you? /How are you doing today?

(Pause)

Agent:

1. I'm perfectly alright....Thanks for asking.
2. I'm feeling fantastic, thanks for checking in.
3. I'm in a wonderful state, thanks for your consideration.

Agent:

1. So the reason i am calling you today is that, "we have a few loads coming out this week and the coming Monday, and we are looking for some box trucks or semi-trucks."
2. Actually the reason for reaching you out is that we got some direct good paying loads for semi-trucks, Box Trucks and Hotshots.
3. We are offering dispatch services for semi-trucks, box trucks and hotshots. As we are getting direct loads from broker's shipper with the back hauls.
4. Actually, the purpose of this call is that our company specializes in providing dispatch services for a wide range of commercial vehicles, including semi-trucks, box trucks, and hotshots. We work directly with brokers and shippers to secure direct loads and backhauls for our clients.
5. At our dispatch service, we cater specifically to the needs of semi-trucks, box trucks, and hotshots. By leveraging our strong connections with brokers and shippers, we ensure a steady flow of direct loads and backhauls for our clients.

Agent: Could you tell which kind of truck/trailer you have?

Agent: Is it your reefer 53ft or 48ft/ Box 26ft and 28ft?

Agent: Alright, That's perfect

Agent: When are you available for hauling? For Today?

Agent: Alright, don't worry we will provide you best paying loads and will also assist you in backhauls. I have just 3 questions for you before sending you the business proposal.

Could you please give me like 2-3 minutes of your time?

Carrier: Sure.

IF A CARRIER SAYS HE HAS POWER ONLY IN RESPONSE TO FIRST QUESTION

That's not an issue at all. We can provide you with trailer from our side.

*Best part is you don't have to pay anything extra for the trailer. It is for the same fee of dispatch.

1. Do you prefer a Dry Van or a Reefer trailer?
2. Do you have a parking spot?
3. We can provide Empty, Load out and Hook n Drop

Agent: What's your name?

Agent: Alright David, and what are your preferred lanes, states you travel in and do you stay local, regional or over the road?

Agent: Ok Mr. _____, and what is your preferred payment method? You work with Factoring or Quick pay?

Agent: What do you say if I send you my company's business proposal through email and you can look at my company's legal documents, our working patterns?

Ok Perfect Mr. _____, Can you please confirm me your email address to which you have access right now?

(MEANTIME)

1. Do you prefer short hauls or long?
2. When do u start your day?
3. How many days do you work in a week?
4. Lowest RPM you can go for?

Agent: Alright, Mr. _____, I just sent you a business proposal from my company email could you please confirm if you have it in your Inbox or not. Do check your spam box as well.

(Explain Services)

Perfect Mr. _____, let me explain the services we will provide you:

Ok, sir, so basically this is a Non-Binding agreement, which means you can work with as much

dispatchers as you want and you can cancel at any time. We will charge you nothing for signing up, and nothing for checking load options, we will only charge you 1 week after you book the loads.

Semi: We will charge you 6% OR \$300 (CAN GIVE A DISCOUNT ONLY ON FLAT RATE OF \$50)

Box: We will charge you 10% OR \$400 (CAN GIVE A DISCOUNT ONLY ON FLAT RATE OF \$50)

Hotshot: We will charge you 13% OR \$450 (CAN GIVE A DISCOUNT ONLY ON FLAT RATE OF \$50)

No FORCED DISPATCH: There is absolutely no pressure or obligation to accept any load options that do not align with your preferences or make sense for your business. Our dedicated dispatcher will only book loads once they receive your explicit approval and go-ahead.

No Contract: We will not do any kind of CONTRACT with you. There will be just a non-binding agreement and you can cancel the agreement at any time in the week.

We do not engage in contractual agreements. Instead, we offer a non-binding agreement that allows for flexibility and convenience. You have the freedom to cancel the agreement at any point during the week, **there is No charges for cancellation of agreement.**

You can work with your own self. You can use other dispatch as well.

Dedicated Dispatcher: After the Sign-up, you will be assigned by one our experienced dispatcher that are working in this field for more than 3 years , They will provide best paying load options...Like 4 to 5 load options in your preferred lanes on daily basis. He will provide you loads and assist you in the back hauls.

Paperwork: Your dispatcher will handle your paper work, payloads, managing your invoices, setting up with brokers as well. Making sure that you guys get paid for detention, TONU, Layover and we only book loads with brokers of credit scores.

NO SIGN UP CHARGES.... NOTHING UPFRONT.

(PAUSE)

Alright, Mr._____, I would officially request to give us a trail week so we can make a good gross for you truck and doing so your pocket will be filled in the end of the week.

Keeping in current market you can easily make:

Semi-Truck:

Local: \$3000 -4000k (Home Every day)

Regional: \$4000-5500 (Home weekend or 2 days)

Over The Road: \$5-7,000(Home weekend or 2 weeks)

Box Truck:

Local: \$2000-2700(Home Every day)

Regional: \$3-4000 (Home weekend or 2 days)

Over The Road: \$4-4500 (Home weekend or 2 weeks)

Hotshot:

Regional: \$3-4000 (Home weekend or 2 days)

Over The Road: \$4-4500 (Home weekend or 2 weeks)

Average \$ per mile:

Dry Van: 2.5 - 3.3

Reefer: 2.8 - 3.5

Flatbed/ Step Deck: 3.3 - 3.8

Box Truck: 1.5 – 2.2

Alright.Mr._____, If you any concerns, feel free to ask so we can move forward towards signup process it will take your 5 mins as I'll be needing your 4 basic documents mentioned in the email;

1. MC Authority letter. (Required to book loads on it)
2. COI (Certificate of insurance)
3. W9 form.
4. NOA (Notice of Assignment) / Voided check.

Alright I got it. Let me know which payment options you will go for our dispatch **service FLAT or PERCENTAGE.**

Ok, _____, Just got your agreement .give me a little time so I can forward your profile to my dispatch and you'll receive a welcome call in next 20 mins from other extension make sure to respond to that and also save my number if you have any concerns regarding dispatch side give me a text and I'll be there for you.

It was a wonderful talking to, Thanks for your time and trust. Bye