

Freight Sales Success System **Join Our Team Program Description**

After Your 1 Time Payment, You'll Be Immediately Instructed To:

- 1. Print & Read Both Of Your FREELY Provided:
'Freight Sales Success Guide' & 'Freight Sales Success Quotes'**
- 2. Print & Complete Enclosed 35 Freight Sales Training Questions. ALL Answers To YOUR 35 Questions Are Found In Your 'GUIDE.' Your "Freight Sales Success Guide" Leads You To Freight Sales Success Quickly So, It's Imperative I Know That You've Read It To Guarantee Your SUCCESSFUL Training From The Beginning.**
- 3. Scan And Email Your 35 Correct And Completed Answers To Me.**
- 4. Email Communication Will Start After Receiving Test Answers.**
- 5. Sign Private Contractor Agreement. Timeline Is On Fourth Page.**
- 6. After Signing Contractor Agreement, Attend My 1 Hour, 1-On-1, Rapid Start Implementation Training Call Monday Or Wednesday @ 2:00 PM PST/5:00 PM EST To Begin Your Freight Sales Training And Move Forward Quickly. I Provide Recording For The Full Call.**
- 7. Before And After The Successful Completion Of Your Rapid Start 1 Hour 'Get Things Done' Call, Attend My Scheduled Weekly Call: 'My Tuesday Training Call!' You'll Receive Invitations For My Call Immediately After Purchasing My **Freight Sales Success System.****
- 8. Continue To Attend "My Tuesday Training Call!" This Call Will Be Your Main Source Of Communication With Me On A Weekly Basis. Be Prepared And Come With All Of Your Freight Sales Challenges.**
- 9. You Also Receive Weekly Video, Podcast And Blogpost Updates At My **Freight Sales Success Skills** Page @ TedKeyesOnline.com, To Continue Taking Action And Exploding Your Freight Business.**

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PRIVATE CONTRACTOR SALES COMMISSION PLAN

Truckload, Less Than Truckload & Rail Shipments

Commissions are paid bi-weekly to PARTNER on all customer shipments invoiced from 2 weeks prior starting on Saturday and ending on Friday.

Private Contractor Full Commission Sales Partners

- 1. 40% Commission** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is less than an average **15% Profit Margin**.
- 2. 45% Commission** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is less than **\$2500.00** and is equal to or greater than **15% Profit Margin**.
- 3. 50% Commission** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is **\$2500.00 - \$4999.00** and is equal to or greater than **15% Profit Margin**.
- 4. 55% Commission** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is **\$5000.00 - \$7499.00** and is equal to or greater than **15% Profit Margin**.
- 5. 60% Commission** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is **\$7500.00 - \$12,499.00** and is equal to or greater than **15% Profit Margin**.
- 6. 65% Commission** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is more than **\$12,500.00** and is equal to or greater than **15% profit margin**.
- 7. \$500.00 Bonus** is paid to PARTNER when the prior 14 days profit for all invoiced shipments is more than **\$17,500.00** and is equal to or greater than **20% profit margin**.

Rail Shipments

40% Commission is paid to PARTNER for all rail shipments.

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PRIVATE CONTRACOR FULL COMMISSION
SALES EXAMPLES

Truckload, Less Than Truckload & Rail Shipments

**Commissions are paid bi-weekly to PARTNER on all customer shipments
invoiced from 2 weeks prior starting on Saturday and ending on Friday.**

Private Contractor Full Commission Sales Examples

1. 40% Commission Is Paid When:

Profit Is Less Than 15% Profit Margin
\$2500.00 Profit = \$1000.00 Commission
\$3500.00 Profit = \$1400.00 Commission

2. 45% Commission Is Paid When:

Profit Is Less Than \$2500.00 & Equals Or More Than 15% Profit Margin
\$2000.00 Profit = \$900.00 Commission

3. 50% Commission Is Paid When:

Profit Is \$2500.00 - \$4999.00 & Equals Or More Than 15% Profit Margin
\$4500.00 Profit = \$2250.00 Commission

4. 55% Commission Is Paid When:

Profit Is \$5000.00 - \$7499.00 & Equals Or More Than 15% Profit Margin
\$7000.00 Profit = \$3850.00 Commission

5. 60% Commission Is Paid When:

Profit Is \$7500.00 - \$12,499.00 & Equals Or More Than 15% Profit Margin
\$12,000.00 Profit = \$7200.00 Commission

6. 65% Commission Is Paid When:

Profit Is More Than \$12,500.00 & Equals Or More Than 15% Profit Margin
\$15,000.00 Profit = \$9750.00 Commission

7. \$500.00 Or Greater Bonus Is Paid When:

Profit Is More Than \$17,500.00 & Equals Or More Than 20% Profit Margin
\$20,000.00 Profit = \$13,500.00 Commission

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Each **Private Contractor** AGREES to Follow This
Initial Performance Timeline

Just After Signing Our Private Contractor Agreement:

1. Attend 1 Weekly & Mandatory Conference Call Your First 2 Months - Minimum.
2. Create New Email, then Provide Your Contact Information First 3 Hours, Then
3. Provide Your first 20 Customer Prospects Contact Information 1st Week, Then
4. Participate in Your Freight System Software Training By 2nd Week, Then
5. Provide Your First Completed Customer Credit Application By 4th Week, Then
6. Cover, Pick Up and Deliver Your First Successful Freight Load By 6th Week.

Your Timeline May Be Finished Sooner Than Required.

Below is a short Description of each Segment:

1. Attend 1 Weekly & Mandatory Conference Call Your First 2 Months - Minimum.
Conference Calls are conducted Tuesday Afternoons of every Week.
If You **Don't** Attend the Mandatory Calls, Your Training Will Be Severely Affected.

(These Are Guidelines ONLY! DO NOT Perform Any Of These Tasks!)

- 2A. Create a similar email Your first 3 hours: XXXXXX.LogisticDynamics@gmail.com.
- B. Use the Following Password EXACTLY to access Your Email above: **Logistics1**
- C. Email Your Name, Physical Address, Birth Date, SS#, Office#, Cellular#, Fax # and Mandatory Professional Photo, ALL from Your newly created email above to: TedKeyes.LogisticDynamics@gmail.com, to use for your Email Signature above.
Private Contractor's Birth Date & SS# are for Freight System purposes only.

After #2 approved information is Submitted in 3 Hours, Provide #3 below 1st Week

3. **Private Contractor** must provide minimum 20 prospects to show their progress.
Private Contractor is pursuing these prospect's future freight business.
The Tuesday Conference Call assists You in Collecting Your Freight Prospects.

After #3 approved information is Submitted, Receive Software Training 2nd Week

4. **Private Contractor** is introduced to the custom-designed Freight System Software which Provides All Utilities to Move Your Freight Loads.
A Separate Conference Call W/Maria assists You in Mastering the Freight System.

After #4 Initial Software Training is Completed, Provide #5 below 3rd to 4th Week

5. **Private Contractor** provides their first completed Customer Credit Application after Completing the Freight System Software Training Session 3rd to 4th Week.

After #5 approved Credit Application is Submitted, Provide #6 below by 6th Week

6. **Private Contractor** Negotiates a Price at Minimum 15% Profit Margin, Secures a Truck & Picks-Up & Delivers Their First Successful Freight Load in 5th to 6th week.

7. **Your Training Never Ends So Let's Start Moving MORE Loads NOW!**