

The truth about truckin

@TRUCK_KING85



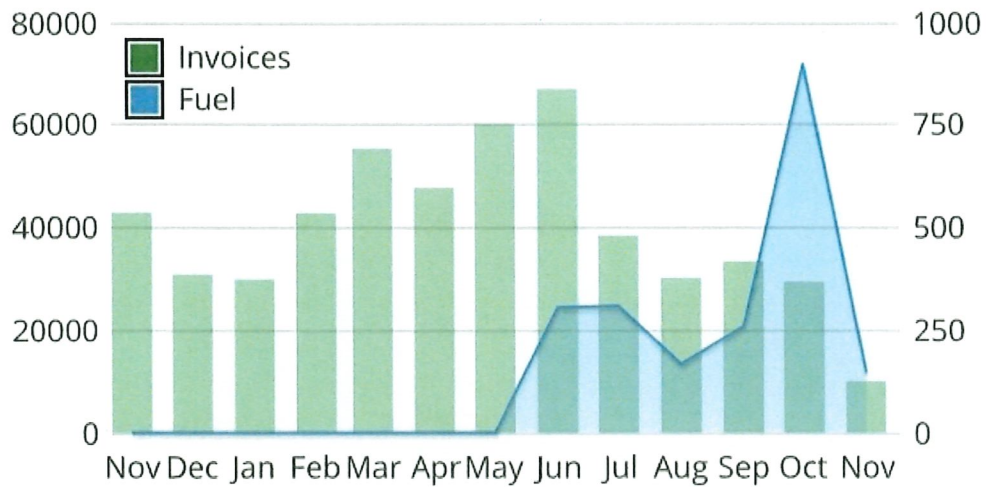
TikTok

@truckking85

 [See All Loads](#)

Invoice History

Annual Monthly



148

Total invoices

Total fuel pumped

\$518,878.50

Total invoice amount

\$3,505.94

Average invoice amount

Accounts Receivable



0-30 Days



31-60 Days

Raw the truth about trucking full version

Shawn Williamson: Hey hey y'all. Welcome to Raw: The Truth About Trucking. This is a quick startup guide with 12 steps that you can take where you can start your trucking company. Trucking is not complicated. It's very simple. There's no need for you to go out and spend thousands of dollars for somebody to teach you how to start a trucking company.

There are 12 things that you can do to jumpstart your trucking company and get rolling. One, create an LLC. Two, file for your MC and DOT number. Three, get a paid subscription to a load board. Four, find a truck and trailer. Five, get an insurance quote. Six, find a factoring company that has fuel and maintenance cards. Seven, get your tags. Eight, your BOC-3, 2390, your IFTA and IRP filings. Nine, your annual filings that you have to keep up with in order to stay active. Ten, taxes. If the taxes are quarterly, add your business taxes you can pay quarterly or yearly. 11, what to expect when you get an audit. You will be audited within your first year. 12, don't grow too fast.

Hey hey, step number one when starting a trucking company or any company for that matter would be to form a business entity, either a sole proprietorship, an LLC, or a corporation. I would suggest either getting an LLC or some form of a corporation, an INC. This will protect you legally and separate you from the actual business company and also allow you to open a business bank account where you can start building business credit under the business name to separate yourself. But this is your very first step.

You want to get incorporated and you want to get incorporated first because if you file for your MC and you take a name, then you go and try to file a business structure, if that name is taken, all of your company corporate structure won't mesh up and that will hinder you when you're trying to get financing for certain applications and it can also cause you challenges with your MC number when you're doing certain filings, when you're doing insurance. And it can mix you up with different business transactions where they can't differentiate from you or the company. Or if you're doing a DBA, that's a whole entire different subject. But for the sake of simplicity, step number one, file some sort of a business entity.

Hey. One thing I forgot to mention earlier when we were on number one. Filing your LLC, INC, or sole proprietorship. You will want to file for an EIN number. It's free. It's your employee identification number. This is similar to your social security number as a person but it's for your business. It's what identifies your business. Use it when you're filing your tax returns, W9s and so forth. But along with filing your corporate structure, your LLC, INC, not so much with sole proprietorship, you will have to file for an EIN number. This is a free number that you get on the IRS website. So don't forget that part. Peace.

< Back

Loads Available (83)



Baltimore, MD to St Louis, MO

🔄 Last refresh: 0m ago

🕒 10m
○ Wilmington, DE (71)
↓
📍 Arnold, MO (20)

PICK UP 48ft 44,000lbs Flatbed w/Tarps 915mi
11/16 Megacorp Logistics \$2,500

🕒 10m
○ Wilmington, DE (71)
↓
📍 Arnold, MO (20)

PICK UP 48ft 44,000lbs Flatbed w/Tarps 915mi
11/15 Megacorp Logistics \$2,500

🕒 6m
○ Queenstown, MD (35)
↓
📍 Ofallon, MO (33)

PICK UP 53ft 41,310lbs Van 863mi
11/16 Emerge Transportation \$2,400

BOOK NOW

🕒 13m
○ Queenstown, MD (✈ 34)
↓
📍 Ofallon, MO (33)

PICK UP 53ft 41,310lbs Van ✈ 782mi
11/16 Emerge Transportation \$2,400

🕒 6m
○ Queenstown, MD (35)
↓
📍 Ofallon, MO (33)

PICK UP 53ft 41,310lbs Van
11/16 Emerge Transportation \$2,400



Raw the truth about trucking full version

Hey y'all. Step number two would be to file for your operating authority which consists of your MC and your DOT number. They both come together for the same price of \$300 when you fill out the application on the federal motor carrier's website. Your DOT number allows you to drive intrastate which would be within your particular state lines. This would be local drivers or could be regional depending on how big of a state you live in. Say, if you live in Texas.

Your MC number which is your motor carrier number, allows you to cross state lines. This would be considered interstate. You can get both of them when you file for your authority at the same time for the same price or you can opt out and just get your DOT number if you plan on only driving locally and you want to save on some insurance. I have both of these filled out on my website, truckking85.net, it's free. I paid a federal motor carrier employee to fill it out for you all. So you all don't have to go to these services and pay a few hundred dollars to have something filled out when I already did the work for you for free.

So, in either case, check out the website, truckking85.net. There's a book on there called High Pursuit: The Authority Cheat Sheet. That is the entire authority application prefilled.

Hey hey y'all. Step number three when starting a trucking company would be to sign up for a load board. After you've already gotten incorporated and got your MC and DOT number which is your authority filed, you're able to get a paid subscription to a load board. There are some free ones but in my opinion, the paid ones are better. I like DATLoadBoard because they show you the prices on most of the loads and the reason why you should file for this prior to purchasing the truck is because you're able to do real market research. When I filed for my authority, I had no trucking. I had only been driving for two years.

However, I had a dream in my mind and my heart and I would get on the load board in my living room on my laptop and look at the loads coming out of my area so I would have a realistic idea of the type of money that was out there. So, I would look on the load board, I would cross search and I would say well hey, I don't have it now but I will have it and when I do have it, this is what I will be doing. So it keeps you motivated.

Also, if there's any courses that I would suggest you all pay for, it would be a broker course or anything that shows you how to get direct shippers. Trucking is not complicated, please don't go out there and spend thousands of dollars on trucking information that you can get for free.

Hey hey y'all. Step number four, you have already filed your LLC, you

Baltimore, MD to Grand Canyon, AZ

🔄 Last refresh: 0m ago

🕒 39m
 ○ Cressona, PA (131)
 |
 📍 Phoenix, AZ (223)

📅 PICK UP 48ft 46,000lbs Flatbed w/Tarps 2,349mi
 12/27 Landstar Ranger \$6,200

🕒 59m
 ○ Shippensburg, PA (106)
 |
 📍 El Mirage, AZ (221)

📅 PICK UP 48ft 35,195lbs Flatbed 2,275mi
 12/27 Dallas & Mavis/Greatwide \$6,100

BOOK NOW

🕒 44m
 ○ Cressona, PA (131)
 |
 📍 Phoenix, AZ (223)

📅 PICK UP 48ft 45,000lbs Flatbed 2,349mi
 12/27 Coyote Logistics Llc \$6,000

BOOK NOW

🕒 44m
 ○ Cressona, PA (131)
 |
 📍 Phoenix, AZ (223)

📅 PICK UP 48ft 45,000lbs Flatbed 2,349mi
 12/27 Coyote Logistics Llc \$6,000

🕒 24m
 ○ Baltimore, MD (0)
 |
 📍 Eloy, AZ (✈️ 230)

📅 PICK UP 53ft 10,000lbs Van w/Team 2,377mi
 12/27 Landstar Ranger Inc \$4,200



Raw the truth about trucking full version

got your authority which is your MC and your DOT number and you've been on the load board doing market research to see if this is even something you want to get in based on the type of money that you'll be making. Step number four would be to find a truck and a trailer. One thing, I said find, not buy. You want to do this because you want to get your year, make, model, mileage, price, and VIN number of both of these vehicles in order for you to get an insurance quote. Insurance companies won't like this. It's legwork that they will be doing that they normally wouldn't be doing for somebody who actually owns the vehicle.

I want you to do this because you've already identified there's money in trucking. And now you have to identify if you have enough money to get started independently. If you're an owner operator, you may only be paying \$300, \$500, \$150 a month for insurance. As someone with your own authority, you can be paying three, \$4,000 a month for your insurance. So you want to get a quote first so you know you can get out there with the big boys. Then you go and purchase your vehicle and please don't file for your authority and just get a truck.

Hey, we're on step number five, insurance. You've already got your LLC, you've already filed for your authority which is your MC and your DOT number. You've logged in and got a subscription to a load board and been doing market research. You found a truck and trailer. In order for you to get insurance, now it's time for you to get insurance. When you move from owner operator which just needs bob tail insurance, you're going to need cargo and auto liability. You're going to need one million in auto liability. The minimum you can get is 750. I don't suggest that you get 750 because there are brokers that will not deal with you with 750 and you'll be ran up on your insurance.

And then you're going to need \$100,000 cargo insurance. So that's one million auto liability, \$100,000 cargo insurance. My first insurance I was paying \$1,700 a month. I put down \$2,700. I've paid as much as \$3,600 a month for insurance and put down as much as five, \$6,000 depending on what my background situation was as far as tickets and audits and inspections on the road. So, be prepared to put down three to \$5,000 for your insurance.

Hey, we're on step number six here, factoring. You've already set up an LLC. You've got your authority which is your MC and your DOT number. You've signed up for a load board and you see the money realistically in real time. You found a truck and a trailer that you can afford as well as got an insurance quote that you can afford and you're prepared to get rolling. Next thing, you want a factoring company. You want a factoring company that has a fuel and a maintenance card. You want fuel because starting off, if you're bootstrapping and putting up all of your money to get your first

< Back

Loads Available (262)



Baltimore, MD to Chicago, IL

🔄 Last refresh: 1m ago

- 🕒 13m

📅 PICK UP 11/16

📍 York, PA (52)
↓
 Harvey, IL (19)

16ft 38,002lbs Flatbed Double 667mi
Evans Transportation Services Inc \$4,000
- 🕒 1m

📅 PICK UP 11/16

📍 Bridgeton, NJ (97)
↓
 Chicago, IL (0)

53ft 46,000lbs Flatbed 772mi
American Logistics Group Inc \$2,700
- 🕒 27m

📅 PICK UP 11/16

📍 Highlandtown, MD (5)
↓
 Janesville, WI (111)

48ft 48,000lbs Flatbed w/Tarps 821mi
PGT Services LLC \$2,650
- 🕒 1h 52m

📅 PICK UP 11/16

📍 Millersburg, PA (106)
↓
 Sheboygan Fls, WI (148)

48ft 48,000lbs Flatbed 807mi
Best Bay Logistics Inc \$2,632
- 🕒 1h 52m

📅 PICK UP 11/15

📍 Millersburg, PA (106)
↓
 Sheboygan Fls, WI (148)

48ft 48,000lbs Flatbed
Best Bay Logistics Inc
- 🕒

📍 Millersburg, PA (106)



Raw the truth about trucking full version

truck, that fuel card would take the bite off of things. If you're running over the road, you could be spending two to \$3,000 a week. If you got a \$5,000 fuel card that can significantly help with your startup costs.

Also, you want a maintenance account. A maintenance allowance on your factoring because you got tires out here, you got PMs. All this stuff can come at the most unexpected time. And if you have a cushion which is supplied by your factoring company that gives you a fuel and maintenance card, it can help you from getting taken out of the game.

Also you want to look for a company that's non-recourse. A broker pays a factoring company at 30 days. The factoring company pays you same day or next day. If it's recourse, they will recourse that debt back to you if the broker doesn't pay.

Hey, we are on step number seven, tags. So, by now, you've got your corporate structure set up. You got your authority, you've got on the load board, did research. You've got your truck and trailer. You've got your insurance, you've got your fuel and maintenance card through your factoring company so you can get paid and so you can be prepared for startup costs with your first week or so on fuel. And any unexpected maintenance that comes.

Now, you're going to need tags. I always tell people tags cost you around \$2,000 depending on what state you're in. I'm in Maryland, we normally pay around \$1,800. I suggest you get all states on your tag, on your cab card. New Mexico and Oregon are not a part of IFTA so you'll need fuel permits when you drive through those states. The only way to really get around tags on the startup cost is if one, if you rent. If you rent, tags will already be on the tractor and trailer. Or also if you purchase from a dealer. If you purchase from a dealer, you may get 30 or 60 day tags. That could offset your startup costs but you're going to want to set aside at least \$2,000 so you can get your tags.

Hey, we're on step number eight here which would be filings and applications. BOC-3, 2390, IFTA, and IRP. Your BOC-3 is a designation of agent to accept legal documents on behalf of your company. This seems kind of confusing when you're trying to do it yourself but it's staying is whoever is responsible for filing your paperwork, whether you filed it or you paid a company to file it, it's giving them permission to receive paperwork on behalf of you. You can designate yourself as an agent. There's nothing special about it. It's just word play.

Then you have your 2390. 2390 is a heavy highway use tax. This is a filing that vehicles over 55,000 pounds pay to operate on highways. It costs about \$550 a year, I'll say \$600 to keep it safe. You pay that once a

Baltimore, MD to Las Vegas, NV

🔄 Last refresh: 0m ago

🕒 2h 35m

📍 Kearneysville, WV (80)
|
📍 Los Angeles, CA (270)

📅 PICK UP 12/27

48ft 43,500lbs Flatbed or Step Deck 2,636mi
Rdx Brokerage Llc \$6,500

🕒 40m

📍 Cressona, PA (131)
|
📍 Phoenix, AZ (292)

📅 PICK UP 12/27

48ft 46,000lbs Flatbed w/Tarps 2,349mi
Landstar Ranger \$6,200

🕒 0m

📍 Shippensburg, PA (106)
|
📍 El Mirage, AZ (267)

📅 PICK UP 12/27

48ft 35,195lbs Flatbed 2,275mi
Dallas & Mavis/Greatwide \$6,100

BOOK NOW

🕒 45m

📍 Cressona, PA (131)
|
📍 Phoenix, AZ (292)

📅 PICK UP 12/27

48ft 45,000lbs Flatbed 2,349mi
Coyote Logistics Llc \$6,000

BOOK NOW

🕒 45m

📍 Cressona, PA (131)
|
📍 Phoenix, AZ (292)

📅 PICK UP 12/27

48ft 45,000lbs Flatbed 2,349mi
Coyote Logistics Llc \$6,000



Raw the truth about trucking full version

year. Then you have your IFTA, your International Fuel Tax Agreement. Remember this, where did you earn it and where did you burn it? If you ran local, you pay your taxes at the pump in the form of sale taxes. So, only thing that's required for your filings is your filing fee which is about \$50. If you cross state lines, then you have to calculate your miles and the gallons you paid and pay taxes based upon that at the end of the year or quarterly.

Your IRP, which is your International Registry Plan. This is what makes up for your cab card, your apportion tags. This is a fee that you pay based upon what you may run in a state as far as the miles or the miles that you actually ran. If you're just purchasing the vehicle, you're going to project these and you're going to make an estimate. If you've already owned the vehicle, then you calculate the amount of miles that you drove in each state. Then, you pay based upon that, i.e. the word apportion tag. You pay a portion for each state that you drove into. Unless you're a local driver then there's one fee.

Hey, so we are on number nine, annual filings. So, along with your initial filings to BOC-3, the 2390, the IFTA, and the IRP, there are some filings that you have to file yearly to stay up to date and to keep your business in good standing and there's also one filing that you have to file every two years. So why don't I start off with that one. You got your biennial update form MCSA1 which is an update of all of your contact information, your phone number, addresses, emails, and all this stuff, so the FMCSA or anybody who's looking up your company can contact you.

Then you got your UCR filings which is your Unified Carrier Registration. This costs around \$80 from zero to two trucks. It goes by the amount of trucks that you have. This is a filing to register you with all the states so that they can send and collect fees from you. Then you got your BOC-3 which we talked about earlier, your annual service and processing agent. You have to file this every year so that the FMCSA knows who's your agent that can be a company or you. Somebody has to be the administrator that can receive paperwork on behalf of your company.

Then you have your IRP, which is your International Registry Plan for your apportioned tags and plates. This is for your truck tags. You have to pay this or renew them every year. Then you have your IFTA, your International Fuel Tax. This is the tax that you pay on the miles that you drive in each state and the gallons that you purchase in each state. This can be paid either quarterly or yearly.

Then you have your federal and state taxes. You cannot forget about Uncle Sam. This is the net profit, your gross income, minus all of your expenses for the entire business whether it be for fuel, whether it be

Baltimore, MD to AL

🔄 Last refresh: 0m ago

- 🕒 1h 30m

📍 Philadelphia, PA (97)
↓
📍 Mobile, AL (—)

📅 PICK UP 12/27

53ft 28,000lbs Reefer w/Team 1,089mi
Jear Logistics LLC \$4,000
- 🕒 21m

📍 Beverly, NJ (116)
↓
📍 Mobile, AL (—)

📅 PICK UP 12/27

53ft 32,468lbs Van or Reefer 1,134mi
Landstar Ranger Inc \$3,250
- 🕒 21m

📍 Beverly, NJ (116)
↓
📍 Mobile, AL (—)

📅 PICK UP 12/27

53ft 32,468lbs Van or Reefer 1,134mi
Landstar Ranger Inc \$3,250
- 🕒 14m

📍 Pocomoke City, MD (141)
↓
📍 Boaz, AL (—)

📅 PICK UP 12/27

53ft 39,600lbs Reefer 822mi
Mid America Freight Logistics Llc \$2,588
- 🕒 1h 46m

📍 Kutztown, PA (124)
↓
📍 Opelika, AL (—)

📅 PICK UP 12/26

53ft 42,000lbs Van
Cowan Logistics LLC
- 🕒

📍 Swedesboro, NJ (83)



Raw the truth about trucking full version

employees, whether it be for yearly filings, whether it be attorney fees, whether it be maintenance fees, parts, parking, uniforms, anything that you can name of that costs your company. You want to keep a receipt of every single item you use and keep that in a safe place so at the end of the year, you're not paying taxes on things that you rightfully and legally have deductions for.

Then, we got the last one. The biennial update which we started with first which is the update of all of your contact information so everybody from the FMCSA, the different legal entities can contact you. So, we're going to move onto the next portion.

Hey, so we are on number nine, the annual filings that you must file every single year in order to keep your business in good standing. And we also have one biannual filing that you must file every two years in order to keep your company in good standing. Just a sidenote, if there is anything that I would suggest somebody pay for, I'm all in favor for paying for people to do paperwork because I'm out here driving, I don't have time to pull over all the time and a lot of times we're not as computer savvy as different individuals that come from a different background.

So, I want to start off with the biannual update first because that's a unique one that's filed every two years. Your biannual update form MCSA1 is an update of all your contact information meaning your address, your phone number, any way that you can be contacted or your company can be contacted by the FMCSA or any legal entity or individual or companies looking for you.

Then you have your UCR filing which is your Unified Carrier Registration. This costs around \$80 from zero to two trucks. It's based upon the amount of trucks that you have. And this is a registration for you to be contacted by all of the states for any fees that they may have to collect from you or any.

Hey we're on number ten. So we're almost done. We want to talk about taxes. You're going to have to pay your local taxes and your federal taxes yearly or quarterly if you decide to. This is a real sticky situation. It's kind of dangerous so I won't go that deep into it. I would suggest that you one, get a certified public accountant or someone who's very good at taxes and not just taxes but specifically trucking company taxes.

Also, do not go cheap. This is not the time that you're going to want to cut corners. If you're going to spend some money for something, spend money trying to save money legally and ethically. There are plenty of ways that you can save on your taxes. A couple of suggestions. One, every time that you purchase something in your truck or related to your truck, keep that

Baltimore, MD to Hiko, NV

🔄 Last refresh: 0m ago

🕒 2h 33m
 ○ Kearneysville, WV (80)
 ↓
 📍 Los Angeles, CA (381)

PICK UP 48ft 43,500lbs Flatbed or Step Deck 2,636mi
 12/27 Rdx Brokerage Llc \$6,500

🕒 29m
 ○ Philadelphia, PA (97)
 ↓
 📍 Salt Lake City, UT (393)

PICK UP 53ft 35,000lbs Flatbed or Step Deck 2,140mi
 12/27 Ascent Global Logistics \$6,400

🕒 37m
 ○ Cressona, PA (131)
 ↓
 📍 Phoenix, AZ (405)

PICK UP 48ft 46,000lbs Flatbed w/Tarps 2,349mi
 12/27 Landstar Ranger \$6,200

🕒 57m
 ○ Shippensburg, PA (106)
 ↓
 📍 El Mirage, AZ (✈ 319)

PICK UP 48ft 35,195lbs Flatbed 2,275mi
 12/27 Dallas & Mavis/Greatwide \$6,100

BOOK NOW

🕒 42m
 ○ Cressona, PA (131)
 ↓
 📍 Phoenix, AZ (405)

PICK UP 48ft 45,000lbs Flatbed
 12/27 Coyote Logistics Llc \$6,500



Raw the truth about trucking full version

receipt. At the end of the year or the quarter, you want to give that to whoever is responsible for you filing your taxes. A couple of things you can do to reduce your taxes would be major purchases at the end of the year. I remember when I was building a fleet. That's not my thing right now. Anybody who's ever talked to me, you all know how I feel about it. But we're going to talk more about that in session 12 so I'm not going to too deep into it.

But when I was building a fleet, I built a fleet twice. I went from one to three trucks my first run and I went from one to seven trucks my second run. And I signed for five more which would have made it 12. However, those times when I was aggressively growing, I spent less money in taxes because I had more expenses when I was purchasing equipment, when I was paying for repairs, paying employees. It was reducing my net income, which is your gross, the amount of money that you bring in yearly minus your expenses, the money that you put out yearly. So, even though money was coming in, I was spending money going out building the business. That's what reduced my taxes.

If you listen to a lot of these real estate guys, it's pretty much the same principle where they're buying more property and rolling the money over or deferring the taxes. It's the same thing, it's moral, legal, and ethical. However, I'm not a lawyer or a public accountant so I won't go too deep into it. What I will say is one, I keep every single receipt you get. When you're in your truck and you spend money or if you spend any money on your truck or your trucking company. You let your certified public accountant or lawyer decipher what's legal, moral, and ethical to deduct.

You don't want to go too long without paying taxes. You will find yourself in a whole heap of trouble. There's a couple things you can dodge in this life and death and taxes are two of them. So I won't go too deep on this. What I will say is don't go cheap. Buy the best you can find or someone who specifically deals with trucks. Keep every single receipt you have. There's apps where you can actually take a picture of the receipt as soon as you get it and it'll automatically upload it so you don't have this bundle of receipts. One of the issues I ran into before was water or friction where the receipts were rubbing against each other and some of them were coming up where you can't read the letters or the numbers on the receipt. So now you got a perfectly moral, legal, and ethical deduction that you can't use because it's ineligible.

And if you go into an audit, you don't want that to happen because then the IRS is going to come and they're going to come for every single dollar they can get out of you. So, keep good records. Don't cut corners on the cost when it comes to your service. Buy the best. And make sure, worse comes to worst you have to pay taxes so make sure you pay them either

< Back

Loads Available (1509)



Baltimore, MD to Philadelphia, PA

🔄 Last refresh: 0m ago

🕒 42m
📍 Millsboro, DE (104)
|
📍 Bronx, NY (107)

📅 PICK UP 53ft 40,000lbs Reefer 221mi
11/15 Megacorp Logistics \$2,400

🕒 7m
📍 Harrisburg, PA (79)
|
📍 Monroe Twp, NJ (53)

📅 PICK UP 53ft 43,200lbs Reefer 152mi
11/15 Sti Logistics Inc/Shermar Brokera... \$2,300

🕒 1m
📍 Allentown, PA (141)
|
📍 Waterloo, MD (112)

📅 PICK UP 53ft 42,500lbs Reefer 155mi
11/15 Gix Logistics Inc \$2,000

🕒 1m
📍 Allentown, PA (141)
|
📍 Jessup, MD (112)

📅 PICK UP 53ft 42,500lbs Reefer 157mi
11/15 Gix Logistics Inc \$2,000

🕒 5m
📍 Allentown, PA (141)
|
📍 Jessup, MD (112)

📅 PICK UP 53ft 42,500lbs Reefer
11/15 Gix Logistics Inc

🕒 Allentown, PA (141)



Raw the truth about trucking full version

quarterly or yearly or I believe it two or three years. I'm not 100% sure but you shouldn't let it get that far anyway. Keep good receipts, keep all your receipts that has to do with.

Hey we are on number ten, taxes. I hope you all have been keeping along so far, we got your business structure set up, you filed for your authority. You got on the load board started doing some real true market research. You found you a truck and a trailer, you got your insurance. You got hooked up with a factoring company that has a fuel and maintenance card. You got your tags, you filed your BOC-3, your 2390, your IFTA, and your IRP. You're aware of all the annual filings that you have to continuously file every year to keep your business in good standing.

Now, it's taxes. You cannot avoid taxes. If you're in business in the United States, you will have to give Uncle Sam his fair share. You pay taxes on your net income which would be your gross, what comes in minus your expenses. All the deductions that you spend on, whether it be for your building, for parking, for equipment, for fuel, for products and service, for uniforms, for employees, the list goes on and on. This is a very tricky subject and it's kind of dangerous because I'm not qualified to give legal advice so I won't. I will give you some tips.

One, make sure you file your taxes. You do not want your taxes to get behind and then you get into a bunch of trouble with the IRS. They do have the authority to have you jailed, imprisoned, and you still will have to pay your taxes. So you won't get away with it. Even if all those consequences are imposed upon you.

One, business taxes are not cheap. So, this is not H&R Block where you're paying, nothing against them. So, nobody try to sue me. It's not your local guy that does taxes, couple hundred dollars and he files them for you every year. So, pay for the best but not only pay for the best to your affordability, don't cut corners. Find someone who specializes in trucking because there are some deductions such as your per diem I believe it's \$60 that's specific toward trucking. And that per diem is for food and lodging every day that you spend in your truck you have a deduction for food and lodging up to \$60.

Keep every single receipt that you get. If you're in your truck and you purchase something or you purchase something related to your truck or your trucking business. Hold those receipts until it's time for you to file. Give them to the authority or the person that's trusted to file your taxes. They have apps now that you can take a picture of your receipts as soon as you get them and it'll automatically upload them. I think that's awesome. One issue we had one time were water and friction. Water and time also can cause your receipts to fade or friction can cause them to fade or water

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Loads Available (9)



Baltimore, MD to Boulder City, NV

🔄 Last refresh: 0m ago

🕒 1h 4m
📍 New Columbia, PA (146)
↓
📍 Cedar City, UT (198)
📅 PICK UP 11/15
—ft 42,560lbs Flatbed or Step Deck 2,182mi
Ryan Transportation Service Inc \$5,800

🕒 33m
📍 Lebanon, NJ (162)
↓
📍 Las Vegas, NV (27)
📅 PICK UP 11/16
(Partial) 27ft 16,900lbs Van 2,484mi
SPACESHIP FREIGHT SERVICES L... \$3,800

🕒 33m
📍 Lebanon, NJ (162)
↓
📍 Las Vegas, NV (27)
📅 PICK UP 11/16
27ft 16,900lbs Van 2,484mi
SPACESHIP FREIGHT SERVICES L... \$3,800

🕒 1h 5m
📍 Martinsburg, WV (92)
↓
📍 Henderson, NV (12)
📅 PICK UP 11/15
(Partial) 20ft 6,147lbs Van 2,373mi
Capital Freight Solutions \$3,000

🕒 49m
📍 Philadelphia, PA (97)
↓
📍 N Las Vegas, NV (27)
📅 PICK UP 11/15
(Partial) 5ft 2,500lbs Van
Globaltranz/Lps

🕒 New Columbia, PA (146)



Raw the truth about trucking full version

can blur them out to where you have a perfectly legally, moral, and ethical deduction that you can't use because it can't be seen.

So, you want to take advantage of the technology that's out here and if worse comes to worst, just make sure you file. You do not want to get years behind and be tens of thousands of dollars behind in taxes. Also, if there were a way that you could pay less taxes or no taxes, legally, morally, and ethical, I would say purchasing equipment or having big purchases or big repairs prior to the year end. The two times where I was building fleets, I'm not into that anymore. Anybody who talks to me personally knows how I feel about that and I'll talk more about that in session 12.

Hey, we're on section ten which would be taxes. Thanks for following along. So by now you should have your business structure set up. You should have your authority filed, you should be on the load board where you can see actual loads and do real market search. You have your truck and your trailer, you're insured. You signed up with a factoring company that has a fuel and maintenance card. You have tags, you filed your BOC-3, your 2390, your IFTA, and your IRP and you're aware of the filings that you have to file yearly in order to be in good standing.

Now, we're onto taxes. Taxes is a dangerous subject. I'm not a certified public accountant or a lawyer so I won't give you any legal or financial advice but I will give you a couple of tips. One, make sure you file. You do not want to get years behind and tens of thousands of dollars behind in taxes because they do have the authority to have you imprisoned and fines, fees, and the original cost imposed upon you. So you won't be ducking your taxes, you'll still have to pay it and you'll have to serve the penalties which can be imprisonment or fines.

Also, don't cut corners. Business taxes are not personal taxes. This is not a two, \$300 fee that you paying somebody that you grew up with or your local tax office. You want to pay a couple dollars to pay your field taxes but it's worth it in the the savings that they legally, morally, and ethically allow you to cut back on.

Also, if there was a way to not avoid taxes but to legally, morally, and ethically maneuver within the tax system, it would be big purchases prior to year-end. I've built two fleets when I first started, I went from one to three trucks in a year. My second run I went from one to seven trucks in about nine months and I was signing for five more trucks. Because of the amount of equipment I was purchasing, the large down payments for the trucks, trailers, and the insurance down payment, it reduced my gross, excuse me, my net income. Taxes are gross income minus your expenses which leaves your net income. You pay taxes on your net income. So the

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Loads Available (47)



Baltimore, MD to Hollywood, CA

🔄 Last refresh: 0m ago

🕒 1h 56m
📍 ○ North East, MD (48)
↓
📍 📍 Gardena, CA (19)
📅 PICK UP 11/15
40ft 7,500lbs Truck and Trailer 2,725mi
Rite Way Auto Transport \$6,800

🕒 50m
📍 ○ Lanham, MD (35)
↓
📍 📍 Canyon Country, CA (29)
📅 PICK UP 11/15
50ft 25,000lbs Van 2,684mi
Globaltranz/Lps \$5,000

🕒 5m
📍 ○ Langhorne, PA (128)
↓
📍 📍 San Diego, CA (126)
📅 PICK UP 11/16
(Partial) 20ft 23,400lbs Flatbed or Step Deck 2, ...
Arl Logistics Llc/Arl Transport Llc \$4,500

🕒 15m
📍 ○ Bensalem, PA (116)
↓
📍 📍 Santa Fe Spgs, CA (20)
📅 PICK UP 11/16
53ft 37,002lbs Van 2,729mi
Circle Logistics Inc \$4,400

🕒 15m
📍 ○ Bensalem, PA (116)
↓
📍 📍 Santa Fe Spgs, CA (20)
📅 PICK UP 11/16
53ft 37,002lbs Van
Circle Logistics Inc

🕒 ○ Bensalem, PA (116)



Raw the truth about trucking full version

more purchases you have prior to the year end, you pay less taxes because you have a smaller income bracket.

So, if you have any large purchase you want to make, make them before the end of the year. If you're planning on buying another truck, buy it before December 31st so you can claim that on your taxes. Don't cut corners as far as on price. Pay for the best and someone who specializes in truck taxes.

Hey we're back with number 11, we're going to discuss audits. So, there are four major reasons why you could be triggered for an audit. One is a basic compliance review triggered by a poor safety score. Two is a new entrant audit which all companies will be audited within the first six months of being opened to show that the company is compliant. Then, you'll have a security audit. This documents driver training, safety plan, and security measures. And then the fourth one will be a HAZMAT materials audit. This is the most detailed one. And this HAZMAT audit you will be checking out your hazardous training material, labeling procedures, and HAZMAT shipping documents.

When you get prepared for an audit, there are a few things that are going to be called into question or documents that you will need. One thing you'll need is the Federal Motor Carrier Safety Regulations. You'll need this book just to have for the audit. Then, two, you'll need a DOT security plan that your company uses. Number three, you'll need a vehicle annual inspection for all of your vehicles going back 14 months. Number four, you'll need driver's logs. All of your logbooks, whether paper or eLog going back six months. Number five, you'll need drug and alcohol test reports going back 12 months. Then you'll need a copy of the positive drug test reports for all drivers and employees who have failed.

You'll need an MCS90 showing that you have valid, current insurance for all of your vehicles. You'll need a drug and alcohol program and policy. This is the drug and alcohol consortium. They start bombarding you when you get a new authority and you start getting all of those phone calls. You'll need NVRs for all of your drivers. You'll need a pre employment drug test records for all of your drivers. You'll need proof of CDL for all of your drivers and post trip inspection for your vehicles going back 90 days from the time of the last flagged incident.

So, just to keep it simple, if you're going in for an audit and they call you, you're going to need logs going back six months. You're going to need an application on all your drivers showing a ten year history. You're going to need to be in the random drug consortium and save all of the documents included. You're going to need along with your logs you're going to need your inspection reports. This is one of the things that I don't mind paying

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Loads Available (46)



Baltimore, MD to Los Angeles, CA

🔄 Last refresh: 0m ago

🕒 1h 53m
📅 PICK UP 11/15
📍 ○ North East, MD (48)
↓
📍 📍 Gardena, CA (14)
40ft 7,500lbs Truck and Trailer 2,725mi
Rite Way Auto Transport \$6,800

🕒 5m
📅 PICK UP 11/15
📍 ○ Vineland, NJ (104)
↓
📍 📍 Ontario, CA (37)
—ft 42,000lbs Reefer 2,725mi
Choptank Transport Inc \$5,300

🕒 47m
📅 PICK UP 11/15
📍 ○ Lanham, MD (35)
↓
📍 📍 Canyon Country, CA (35)
50ft 25,000lbs Van 2,684mi
Globaltranz/Lps \$5,000

🕒 2m
📅 PICK UP 11/16
📍 ○ Langhorne, PA (128)
↓
📍 📍 San Diego, CA (120)
(Partial) 20ft 23,400lbs Flatbed or Step Deck 2,...
Arl Logistics Llc/Arl Transport Llc \$4,500

🕒 12m
📅 PICK UP 11/16
📍 ○ Bensalem, PA (116)
↓
📍 📍 Santa Fe Spgs, CA (14)
53ft 37,002lbs Van
Circle Logistics Inc

🕒 ○ Bensalem, PA (116)



Raw the truth about trucking full version

somebody for. It's better to pay somebody who's been doing it and then also has connections down there so that if there is something that goes wrong, I failed an audit before, we did a correction plan. Got back in compliance and got back to work. You won't be able to avoid an audit and also if you dodge an audit, they will put you out of service. I know several people right now who have missed audits and have been put out of service for, I believe it was 30 days. And during that 30 day time, you still have costs accumulating. So you want to keep up with your mail. Communicate with them if you're on the road. Set up a date that you can come in to have your audit. It's better to have an audit and fail than to not have one at all.

So, keep all your documents in order and be prepared because they will call you down for an audit within your first year.

Hey, so we're on number 12. Don't grow too fast. Alright now I have been trucking for 11 years now. I got out of prison August 31st, 2010. I got into trucking 30 days after I got out and went to school. I had been working ever since then. I've been through about, somewhere between 18 to 20 trucks and that's from owning trucks, leasing trucks, own to finance, owner operated lease situations, rental trucks, cash trucks you name it. Anything I can do to get a truck I did it.

I've been independent since 2018. It is now 2022. I bought my first truck after being in the game for two years. Worked down at port my first five years as an owner operator. I started building my first semi fleet then. I had three trucks down at port. I went independent and then I went from one to seven trucks in about nine months. I signed for five more which would have made 12 trucks in one year. I'm pretty good with finance and things of that nature and I move really fast in life in all areas. So I move fast, I mess up fast, and I learn fast and get back on track which is one of the reasons why I'm not in the streets anymore and there's a lot of my friends that still are. I jumped out the Porsche early. I got out early. And I'm here where I am today.

A couple things about trucking. Trucking is real hot right now. Anybody who knows me, I am a natural born teacher and I'm also a natural born giver which means anything that I learn, I start giving out and pushing out there and teaching people. Trucking is hot right now. I've been pushing trucking for the last decade. I started with my friends and family and moved on to every single person I came in contact with.

There's money in trucking, true. If you look on the load board or any city there's warehouses everywhere. Everything in this country has to get to an end consumer by a truck, some sort of 18 wheeler or box truck. It can get in the country on a plane or a boat. It can get across the country on a plane or a train. But in order to get to that end consumer, it has to get on some

< Back

Loads Available (30)



Baltimore, MD to San Francisco, CA

🔄 Last refresh: 0m ago

🕒 12m

📍 Bedford, PA (140)

📍 Stockton, CA (84)



PICK UP
11/16

48ft 30,000lbs Flatbed or Step Deck 2,633mi
Total Quality Logistics Inc \$5,800

🕒 11m

📍 Tullytown, PA (124)

📍 Berkeley, CA (14)



PICK UP
11/15

53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 11m

📍 Tullytown, PA (124)

📍 Berkeley, CA (14)



PICK UP
11/15

53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 11m

📍 Tullytown, PA (124)

📍 Berkeley, CA (14)



PICK UP
11/15

53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 11m

📍 Tullytown, PA (124)

📍 Berkeley, CA (14)



PICK UP
11/15

53ft 19,990lbs Van or Reefer ✈️
Landstar Ranger Inc



🕒

📍 Tullytown, PA (124)

Raw the truth about trucking full version

type of truck. And that transportation costs money. So there's money in trucking.

Also, trucks are everywhere. All you need to get a truck is either cash or credit. If you got one of the two, God be with you. If you got both, hey, more power be to you. But a truck without a driver and a load with a truck that doesn't have a driver is like a gun without a bullet. It just looks very shiny, it's intimidating to people. It sounds good, it's flashy, shiny. But it means absolutely nothing. The biggest problem in the industry today is finding and keeping drivers. Especially if you're an over the road trucking company. If you're local and your drivers come home every day, you got a better chance at finding and keeping drivers if you have local dedicated work or even just local where they're home. Even regional guys you got a better chance if your guys or girls getting home every other day, every three days or on the weekends.

Everybody is not built to be over the road as a driver and be away from their families, their girlfriends, boyfriends, loved ones, all of that, toys and home that they worked so hard to pay for. It's not cut out for everybody. So, don't get impressed when you hear people talking numbers. Oh I got five trucks, I got seven trucks, I got ten trucks. Well how many of them are fully occupied? If you want to be successful, you're going to have to find some type of a funnel where you will constantly have drivers coming in and staying or at least coming and going where you're constantly replacing the old drivers with new drivers.

And also, with drivers, you don't just want any old type of drivers. You want quality, safe drivers because drivers will eat you out of house and home in maintenance. If they just hopping in the truck, driving not checking the oil, not checking the coolant, not checking the tires, the brakes, then they get out here an hour and a half away from home, got a flat tire, tire was already flat or they're running your coolant low and blow your engine or they wasn't checking the oil, you know crack your head or whatever the case may be.

What I would suggest, the numbers have changed but prior to today's market, \$10,000 was a safe bet. There's not too many things that would happen that would cost you over \$10,000.

Number 12, don't move too fast. The magic number is \$10,000. Back when I started if you at least had \$10,000 in the kitty in case you got any type of emergencies or maintenance or anything that would get you out of trouble. Everything has been inflated now so you may need a little more. But, before you go out and get another truck, make sure you have a reserve prior to adding that unit. You're going to have at least \$10,000 set aside in case you get into any major mechanical issues.

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Loads Available (29)



Baltimore, MD to Oakland, CA

🔄 Last refresh: 0m ago

🕒 13m
📍 Bedford, PA (140)
|
📍 Stockton, CA (73)
📅 PICK UP 11/16
48ft 30,000lbs Flatbed or Step Deck 2,633mi
Total Quality Logistics Inc \$5,800

🕒 11m
📍 Tullytown, PA (124)
|
📍 Berkeley, CA (6)
📅 PICK UP 11/15
53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 11m
📍 Tullytown, PA (124)
|
📍 Berkeley, CA (6)
📅 PICK UP 11/15
53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 11m
📍 Tullytown, PA (124)
|
📍 Berkeley, CA (6)
📅 PICK UP 11/15
53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 12m
📍 Tullytown, PA (124)
|
📍 Berkeley, CA (6)
📅 PICK UP 11/15
53ft 19,990lbs Van or Reefer ✈️ 2,522mi
Landstar Ranger Inc \$4,800

🕒 Tullytown, PA (124)



Raw the truth about trucking full version

And also, like I was saying before, a truck without a driver is like a gun without a bullet. It looks very shiny, it's impressive, you can flash it around, tell everybody about it if that's what you're into. But it means absolutely nothing. The biggest problem in the industry right now is finding and keeping drivers. If you can create a system where you constantly have drivers seeking you that are coming and staying, where you at least get a six month run out of a driver, cool. You can make it like that. But aside from that, you're going to constantly have a high turnover rate drivers and that's nationwide industrywide for big and small companies.

So, don't get so impressed when you hear people say, when they're tossing out numbers oh I got six trucks, I got ten trucks or 12 trucks. Just because they have a lot of trucks doesn't mean that they're making a lot of money. You can have money coming in and all of it is going back out the door. I actually made more money solo with my own authority than I made with a fleet. We were making over \$130,000 a month. The numbers were higher when I had more drivers and more equipment but my actual profit margin, what I took home and what I kept in my pocket is higher without the drivers, without the headache, and this is not a program I'm selling you all on the idea that you can make money and sit back.

That's not the deal and if you talk to anybody who's been in the game long enough, they'll tell you, drivers will cost you more in maintenance. They'll cost you more in time down because drivers have personal lives and when you hire somebody, you're signing up for all of their personal issues. You're their custodial to a degree because you have to route them home for their own personal issues.

So, you make less, it costs you more, therefore your profit is less. And also you have less peace of mind and more of a headache because your phone is constantly ringing and your always on call. So, think about these things before you jump out there and start buying a bunch of trucks thinking you're duplicating yourself. You're not. You're taking on another responsibility that's not necessarily going to yield you more profit.

Hey so this is the last video in this series. Let me take my glasses off for this. First off, trucking is simple. There is no need for you to go out and spend thousands of dollars learning how to start a trucking company. I'm trying to give you all as much of this stuff for free. My personal time does cost me, opportunity costs and money that I lose by not working and also if I come to your city and rent a hall or a stadium or anything and host a seminar in person, that costs me money as well as hard copies cost me money to print them. But as much of this stuff I can get to you digitally, you can have it. That's not why I got into this.

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Loads Available (1436)



Baltimore, MD to Manhattan, NY

🔄 Last refresh: 0m ago

🕒 40m
📍 Millsboro, DE (104)
|
📍 Bronx, NY (11)

PICK UP 53ft 40,000lbs Reefer 221mi
11/15 Megacorp Logistics \$2,400

🕒 5m
📍 Harrisburg, PA (79)
|
📍 Monroe Twp, NJ (59)

PICK UP 53ft 43,200lbs Reefer 152mi
11/15 Sti Logistics Inc/Shermar Brokera... \$2,300

🕒 32m
📍 Front Royal, VA (107)
|
📍 Killingly, CT (✈️ 132)

PICK UP 53ft 43,000lbs Reefer 468mi
11/15 Motus Freight Llc \$2,300

🕒 1h 48m
📍 Milford, VA (117)
|
📍 N Haven, CT (84)

PICK UP 48ft 48,000lbs Flatbed 382mi
11/15 RON MANN \$2,300

🕒 42m
📍 Milford, VA (117)
|
📍 N Haven, CT (84)

PICK UP 48ft 48,000lbs Flatbed
11/15 WT Rand Logistics Llc



🕒 Shinneshurn PA (106)

Raw the truth about trucking full version

I started doing this because I'm a giving person and I give to everybody that I ever meet. If you ever met me in person, you'll know that normally I wind up giving something away. I call it sprinkling roses on your path so that you're always welcome where you're going. And also it's a way that comically we're responsible for every single action that we take out here. So, never be fooled, whatever you dish out will come back to you, good or bad.

Back again, trucking. Trucking is very simple. If I could give it to you in a quick spiel, get incorporated. Set up some type of business structure, file for your authority, get you a truck and a trailer. Get on a load board, get you insurance, get your tags, get a factoring company that has a fuel and maintenance card. Get all your filings put together whether you have to pay somebody or you got time to sit down and do it yourself. I'm not really a computer guy so I normally pay people for it. Have your taxes in order, keep all your receipts and also know that you will be audited within your first year and randomly after that.

Also, don't move too fast. It's a great idea to have a bunch of trucks and have drivers running up and down the road. The reality of it is, there's a shortage of drivers right now and until that's fixed or until you can create a system that's so appealing that you have a constant influx of drivers coming and going or coming and staying, don't go out and buy a bunch of trucks. And if you do, buy cash trucks, don't finance them and keep them local because drivers are going to cost you more in maintenance and if you get caught out here on the road, these pirate mechanics out here are going to stick it to you.

If you want to know the raw truth about trucking, there's money out here. I made tons of money. I'm on the verge of making, I'm going to bust 600 open this year. I've been doing 450-525 since 2018. As an owner operator, six years before that I've been doing 175-225 and even as a company driver I always did about 70-80. So there's money out here but don't put too much faith in drivers.