



# OWNER OPERATOR KEYS TO SUCCESS

## 1. BUSINESS 101

- » Maximize Revenue
  - ✓ Best of what's available!
- » Control Expenses
  - ✓ Food/Fuel/M&R

## 2. FINANCIAL INFO

- » P&L Statement
- » Cost/Revenue Per Mile
- » Break Even Point

## 3. ATTENTION TO IRS

- » Quarterly Tax Payments
  - ✓ How much to pay
  - ✓ When to pay
- » Preparation of all Federal & State Tax Returns
- » Trucking Specific Deductions (i.e. food per diem)

## 4. BUSINESS ADVICE

- » Formation of Business (LLC, Incorporate, Partnership, etc.)
- » Time To Trade In?
- » Lease vs. Purchase Analysis

## 5. STABILITY

- » Is the grass really greener??
- » Average cost of changing carriers:

Lost Revenue/Week	\$3,000
Escrow Build Up (new carrier)	\$2,000
Lost Escrows (old carrier)	\$1,000
<b>Total</b>	<b>\$6,000</b>

John Sample Monthly & Year to Date Profit and Loss December 2006			
	Dec '05	Jan-Dec'05	% of Income
<b>Income</b>			
400-Hauling Income	\$9,737.00	\$136,851.50	100.0%
<b>Total Income</b>	<b>\$9,737.00</b>	<b>\$136,851.50</b>	<b>100.0%</b>
<b>Expenses</b>			
600-Truck Lease Payments	1,400.00	16,800.00	14.4%
610-Insurance	478.00	5,740.00	4.9%
620-Fuel Tax, Licenses, Permits	169.00	2,030.00	1.7%
630-Damage Claims	0.00	292.00	0.3%
650-Postage/FEDX	31.00	241.00	0.3%
700-Food (per diem)	570.00	10,725.00	6.6%
710-Fuel	2,468.00	47,898.00	35.3%
730-Maintenance & Repair	576.85	6,920.85	5.9%
750-Tolls & Scales	10.00	81.00	0.1%
760-Truck Washes	62.00	311.00	0.3%
770-Phone/Fax/Qualcomm	75.00	1,046.00	0.8%
780-Motels	42.75	292.75	0.3%
790-Labor	0.00	323.00	0.3%
800-Bookkeeping & Tax Services	65.00	980.00	0.5%
810-Laundry & Uniforms	24.25	264.25	0.3%
820-Supplies	24.62	566.42	0.3%
830-Tools & Equipment	121.50	950.10	1.2%
840-Showers	0.00	24.00	0.0%
900-Miscellaneous	47.20	568.70	0.5%
<b>Total Expenses</b>	<b>6,165.17</b>	<b>96,054.07</b>	<b>69.3%</b>
<b>Net Profit</b>	<b>\$3,571.83</b>	<b>\$40,796.80</b>	<b>30.7%</b>

ESTIMATED TAX PROJECTIONS	
prepared for: <b>JOHN SAMPLE</b>	
PROJECTION AS OF: <b>April-05</b>	
The estimated tax projections shown below are based on your year to date Net Profit from your business. The estimate assumes that you will operate your business for the remainder of the year in the same manner that you have so far this year. It is extremely important that you inform us of any significant financial changes that could affect your tax situation such as marital status, children, purchase of business equipment, etc.	
QUARTERLY ESTIMATED TAX PAYMENTS	
Based upon the information available to us, the following is an estimate of your total federal and state taxes for the year and a recommended amount for you to pay as your next quarterly estimated tax payment.	
Projected Profit for the Year:	\$ 44,044
Projected Self-Employment Tax:	\$ 6,732
Projected Income Tax:	\$ 3,150
Total Tax:	\$ 9,882
You should plan to make a payment to the IRS of:	\$ 2,500 on or before 6/15/2005
You should plan to make a payment to the state of:	\$ 500 on or before 6/15/2005
If you do not have IRS form 1040ES, or the state forms, to make these payments, please call our office and we will be happy to mail (or fax) you additional copies.	
<b>PLEASE NOTE: since no taxes are withheld from your earnings as an owner-operator, you are required by the IRS to make these quarterly estimated tax payments. The IRS will, under most circumstances, charge penalties and</b>	

**➔ To change carriers for \$.05 per mile increase, you will need to run an additional 120,000 miles just to break-even!!!**

CBSI helps make YOU successful. CBSI provides you with ongoing financial information, including Monthly/YTD P&L, Cost & Revenue per Mile Analysis, Quarterly Estimated Tax Payments and more! CBSI also helps prevent IRS problems. **Remember, you are not just driving a truck, you are running a business.** For more information and to get your financial future rolling, complete the New Client Registration Form or call CBSI today at 888-255-3939.