

Score your contracts

1 Last month, split three ways

The share in the last column tells you how much of your margin is priced by someone else.

Where it came from	Revenue	Share of total	Where you want it
Broker trips			
Facility contracts			
Private pay			

2 Broker scorecard

Fill this in before the next rate conversation. Profit per trip needs your cost per mile from the Fleet and tools sheet. Expect the revenue ranking and the profit ranking to disagree.

Broker	Trips / week	Revenue	Profit per trip	Denial rate	Days to payment
Biggest by revenue			Best by profit per trip		

3 Facility targets

Start with facilities you already serve on broker trips. You are at their door several times a week, which is the advantage. Bring your on-time performance.

Facility	Trips there now	Who owns transport	Next step, and by when

Calendar & private pay

4 The compliance calendar

Every expiration in one place, each with its own lead time. A medical card might need a week; broker re-credentialing can take months and involves people who do not work for you.

What expires	Who or what it covers	Expires	Lead time	Whose job
Driver credentials				
Vehicle inspections				
Insurance renewal				
Broker re-credentialing				
Registrations				
Next one due, and when				

5 Private pay readiness

It stays small because of plumbing, not demand. Three things fix it, and none of them are hard.

What is needed	In place?	If not, what it takes
A published rate, by trip type		
A way to take payment without cash		
Who can quote it without calling you		

6 Score this component

Largest contract as a share of revenue		Score this component (1–10)	
The one thing to fix first			