OWNER-OPERATOR PARTNERSHIP PROPOSAL

Partnership Opportunity

More owner-operators.
Two routes to growth.



A stronger operator pipeline. More capacity to move freight.

Presented by Pacific Guzman
Guzman & Daughters Transportation, Inc.

Built around your company.

Guzman & Daughters brings the operators.
You bring the freight and equipment.



A high-quality operator pipeline

Source owner-operators for G&D authority and refer additional operators directly to your company.



Financing handled by Guzman

Guzman & Daughters Capital coordinates truck financing with third-party lenders. You do not have to arrange the operators' loans.



More freight. More brokerage income.

Plan A adds hauling capacity for your freight. Plan B brings prospects with their own tractors into your application process.

ONE RECRUITING RELATIONSHIP

Plan A: G&D authority + mentoring. G&D pays you $1,400 per month per participating driver for trailer costs.
Plan B: Operators apply to you with tractors already acquired. You pay G&D 2% of participating referred drivers' gross revenue for 36 months.

More capacity. More freight moving.

Operators run under G&D Transportation’s authority, hauling freight supplied by your company.



Owner-operators

Sourced by G&D

→



G&D authority

Financing + mentoring

→



Your freight

More hauling capacity

G&D provides

- Owner-operator sourcing
- Truck-financing coordination
- Operating authority
- Mentoring under Plan A

You provide

- Freight and trailers
- Trailer insurance
- Trailer maintenance
- Freight insurance

The primary gain is freight income.

Your company earns brokerage fees from additional freight moved. The compensation formula, reporting and payment timing remain to be agreed.

TRAILER COST PAYMENT

$1,400 per month per participating driver

Paid by G&D to your company.

Their own tractors. Your next operators.

Guzman & Daughters will provide prospects who already have their own tractors through Capital’s process.



Plan A branding shown. Plan B operating identification is set through your company’s process.

Ready to apply.

When G&D reaches its annual intake capacity, additional prospects are referred directly to your company.

You stay in control.

You review applications and retain your own qualification and acceptance decisions.

The goal: more freight revenue.

High-quality operators with equipment in place can add hauling capacity and generate revenue. G&D mentoring is Plan A only.

PROPOSED REFERRAL TERMS

Your company pays G&D **2% of participating referred drivers’ gross revenue for 36 months.**

No Plan A trailer payment. Eligibility, revenue definition and the fee-period start remain to be agreed.

Two plans.
One clear framework.

TERM	PLAN A	PLAN B
Operating path	G&D authority.	Direct application to your company.
Truck financing	Capital coordinates financing.	Own tractors acquired before referral.
Mentoring	Provided by G&D.	Not included.
Trailer payment	G&D pays you $1,400 monthly per participating driver.	N/A.
Freight / referral income	Brokerage income to you; formula to be agreed.	You pay G&D 2% of participating referred drivers' gross revenue for 36 months.
Trailer insurance & maintenance	Your company.	Your company.
Freight insurance	Your company.	Your company.

Finalize the terms. Build the relationship.

Agree on freight compensation, annual intake, referral attribution, revenue measurement, payment timing, insurance details and the final written agreement.

PACIFIC GUZMAN

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Nonbinding proposal for discussion. No recruiting volume or revenue amount is promised.