

## Do You Want Mediocre Pay or Maximum Pay?

Everyone starts off making a certain amount that included tips on the reservation and a small base pay which works out to be about 25%. This is for doing the bare minimum, which is not ok.

Maximizing your pay has to do with two things:

**Cash Tips** – communicate well, clean car, on time, help with bags, no negativity, etc. Do not act like a Lyft driver, and do what you need to do to maximize your cash tips. Always add your cash tips to your paycheck or you won't know how much you actually made.

**5 Star Reviews** – you need a minimum of five 5 star reviews every two weeks to raise your pay percentage to 30%. There is a text we only send when customers are happy within 5 minutes of dropping them off. We ask them questions ahead of time to make sure they're happy.

If you're only making 25%, you either need training on how to get 5 star reviews or some additional motivation. Getting 5 star reviews is not that hard, just send the text. Do not send the text to everyone.

## Reasonable Pay Expectations

Hourly Equivalent Both Ways

|                  | <b>25%</b>              | <b>30%</b>                   |
|------------------|-------------------------|------------------------------|
| <b>MKZ</b>       | \$16 + \$5 Cash = \$21  | \$19.20 + \$5 Cash = \$24.20 |
| <b>Navigator</b> | \$23 + \$10 Cash = \$33 | \$23 + \$10 Cash = \$33      |
| <b>Shuttle</b>   | \$23 + \$20 Cash = \$43 | \$23 + \$20 Cash = \$43      |

Average Paychecks Every Two Weeks (Multiply X 2.21 for Monthly)

|                  | <b>25%</b>                    | <b>30%</b>                     |
|------------------|-------------------------------|--------------------------------|
| <b>Full Time</b> | \$1600 + \$400 Cash = \$2,000 | \$2,000 + \$400 Cash = \$2,400 |
| <b>Part Time</b> | \$800 + \$200 Cash = \$1,000  | \$1,000 + \$200 Cash = \$1,200 |