

**BRIAN:** What if there was a source where you could get all the best tips, tricks on how to be a better owner/operator? Tune in to today's "Money Tune-up," and we're going to share that with you and a lot more.

**ANNOUNCER:** It's Brian Preston, the money guy, restoring order to your financial chaos. Retirement, investing, taxes, you've got financial questions. He's got financial answers. It's Brian Preston, the money guy.

**BRIAN:** Welcome guys, this is your host Brian Preston, and we're here for the "Money Guy" show. But this is that special edition that Progressive Commercial has hired us to do called "The Money Tune-up," and I truly think it's incredible that Progressive Commercial, they brought this project to us, and you guys know, we don't do-- if you go to [moneyguy.com](http://moneyguy.com), there's no ads. We don't do any of the stuff like Google Ad Words or anything like that because our biggest thing is to try to-- to enrich our listeners to get as much out of our shows as-- as possible and kind of pay it forward. So we turn down deals all the time, and then Progressive Commercial came to us, and they said, "Guys, all we want you to do is keep doing what you do but help out the 3 1/2 million truckers-- America's truckers that we want to help out with. Just give them advice to make them better with their money." So we signed up, I mean, because they gave us no guidance on what to cover other than they wanted it to help their-- their-- their drivers as much as possible. So if you go to [truckerterritory.com](http://truckerterritory.com), just know that Progressive Commercial is truly trying to help the backbone of our country with our 3 1/2 million truckers.

What we're going to be covering today-- roadmap to success on being a better owner/operator, or maybe you're one of those people, you're trying to figure out, "do I make the jump?" I'm either, you know, an employee or I'm driving for somebody else, and I'm thinking about becoming an owner/operator. What-- what do I need to know? Is there somebody that can be a resource? Because surely I don't have to reinvent the wheel because that's the thing that I think most people who are going to be entrepreneurs and start your own company-- because that's really-- if you're an owner/operator, you are your own boss. So what can you learn from maybe somebody who's already done it? And this was-- when we came up with this topic, Bo, I was so excited about it because, I mean, we're entrepreneurs. We own our own business. We have several other things that we've started in the past, and a lot of times, I tell people don't go try to do this all alone. If you can go find somebody that can mentor you or you can benchmark off of, by all means, take advantage of that experience. So that's exactly what we've tried to set up today. So here's what we're going to be covering. We're going to try to help you understand the need to kind of do the

front-end work in the beginning, to create a great plan. We're also-- Bo, you're going to help walk us through the-- what's-- with the be-- the end in mind so you know why you're even coming up with this new vision plan. And then we got a special guest that's coming on, and Sid-- here's the thing about Sid is that when we were talking to Progressive Commercial, we said we need some resources 'cause I want to talk to some actual truckers so we can get some actual experience, and I had such a good time talking to Sid that I was like, you know what? Let's have him on the show. This would be a great thing. So we're going to do a split screen and bring Sid on in a minute, and he's actually going to give us some tips and tricks from what he learned in his seven years as an owner/operator, and we're going to implement all that and more. So go check it out, [truckerterritory.com](http://truckerterritory.com). This thing's gonna be incredible, and I just thank Progressive Commercial for setting this up for us.

BO: Yeah, what I get so excited about is that we all have dreams and visions and ideas of things we want to have and things we want to accomplish, but dreaming it or thinking about it is just kind of the first step. If you really want to be able to put that into motion and be able to turn it into something real, you have to have a plan. So what we want you to take away is what are the steps to create that plan, and then how do you move through it? And I think-- I think it's going to be a lot of fun.

BRIAN: So let's jump right into this thing. The first thing I had is the-- understanding the power of a plan. I know in our day jobs where we're helping people make good financial decisions, there's a lot of research that has come out over the years that people-- there's a direct correlation to the people who are creating plans and actually-- as you'd already mentioned earlier, Bo-- who are putting things to paper and turning those daydreams and those-- and those thoughts of what the future should look like-- those that put it to paper are much more likely to be successful, and I gotta-- I think there's a correlation to those that are listening to a podcast on how to better your finances through [truckerterritory](http://truckerterritory.com), through the "Money Guy" show, these things-- there's a direct correlation to that, too. So the first step to success is creating a plan of action. So-- and here's the thing. When you are creating a plan of action-- we've talked about this so many times, Bo. I think there's a tendency-- tendency that most people want to make it as rosy as possible.

BO: Right.

BRIAN: And what I'd like to see people do-- you know this. So I'm going to kinda let you jump in. What're the three versions of a plan that I want to see people do?

BO: Yeah, there's nothing wrong with being rosy, and I think you should have some realistic expectations. So when you put your plan together, you want to think through what's the most likely outcome? If I do go out on my own, or if I to buy a truck, or if I do start this business, what's the most likely outcome? And that's kind of-- that should be your baseline. But in addition to that, you need to think about sort of the worst-case scenario. What happens if things don't go the way that I plan, or what happens if I don't get the business I thought, or what happens if expenses are more? So that way, you know-- you kind of have your contingency plan outline because the last thing you want to do is start with all these fantastic, rosy assumptions and things turn out to be a little bit worse, a little bit more difficult than you thought. And it is okay to daydream. Once you've kind of beat yourself down a little bit thinking about what the bad outcome could be, what happens if you are a swimming success? What do the numbers look like? What does the lifestyle look like? What do the goals look like? And I think if you have the-- what we call the good, the bad, and then the ugly, it helps you kind of walk through what those potential outcomes could be for you.

BRIAN: And what I like is-- guys, I tell you, this is one of those things-- as you go that road less traveled and you try to become an entrepreneur and start your own company, it is so much fun to also go back and review this plan in the future. And so this will not only be the plan that is going to help you be successful, it's also going to be something that's gonna create an archive so you can look back and really get that-- that kind of tingly feeling where the hair stands up on your arms because you're so excited just reminiscing about what it took in the journey to be successful. And just to kind of recap, the three things that we think you should do when you're creating a plan of action is-- remember, you want to have the baseline. That's what you think is going to happen. That's the baseline plan. I like it because we're talking about truckers here. Let's talk about what happens when the wheels fall off.

BO: (overlapping) I like that.

BRIAN: Because literally-- I mean, it's one of those things where-- one of the worst things that can happen to you if you're an owner/operator and have your own tractor is that, yes, literally can break down, and those scenarios need to be built into your plan. So you want to have that worst-case scenario, and then the fun one is let's talk about-- let's dream of what the stretch goal looks like. What happens if everything lines up perfectly and you actually start hitting your numbers? This is what will reach fulfilment and make you feel really good about the idea of going out on your own.

BO: And so what I think you have to do is, okay, you've got the plan. You already mentioned, Brian, the first thing-- you have to write it down. You have to write down what your plan is, and-- and we think the best place to start is to begin with the end in mind. If you're going out on this venture, you're thinking about changing something, you're making your circumstances a little different, there has to be a reason why you're doing that. So you have to kind of write down what your why is. What's the thing you want to accomplish? Maybe it's to make a gazillion dollars a year, or maybe it's to work half the year and get to go on vacation half the year, maybe it's to retire when you're 55. Whatever your specific goal is, at the very front, you need to know what-- what that is, and you have that written down so that every step you take along the way is moving you in that direction. So you really need to know what the vision plan for success looks like. And again, what we get to do in our day job is we work with all kinds of successful people from all different facets of life, and the really interesting thing that we found is it's not always about money.

BRIAN: (overlapping) Yeah, no, it definitely isn't.

BO: It's not about what the top-line figure is. It's about what brings you fulfillment. What is the thing that gets you excited to get out of bed?

BRIAN: Makes you happy.

BO: And makes you happy.

BRIAN: Because that's really what it's all about. If you're not happy doing what you're doing, even if you're making a fortune or making good money, it's just not going to bring you the fulfillment that you had hoped for. So you gotta know going into the plan of looking at the end, as you said, in the beginning of coming up with that vision plan, that's what's going to make this thing work. And, Bo, you also hit on the fact-- home time. I mean, a lot of people, especially-- you realize that money is a tool. It's not what drives everything. So if you don't go into it with a plan of action and thinking about the result you're trying to get to, you're really rudderless. I mean, that's the biggest thing is you are rudderless if you're not doing things. So let's kind of get into some nitty-- some nitty details here. Let's actually get Sid-- I got Sid Gardner that I'm going to bring online so that we can talk to Sid, and he can actually tell us what it like to be an owner/operator. What are the things that he wishes somebody had told him? What's the good, the bad? We're going to kind of open up everything, and Sid has been great in the fact that he's so generous with his time, that he's also very open with his thoughts on things. So, Sid, I've already set you up, and thank you for joining us here on "The Money Tune-up." Really excited to have you because this is not your first dance with Progressive

Commercial. You have your own documentary out there on the truckerterritory.com website with the "Rock 'n' Roll" documentary on what it's like to even be a trucker. So really appreciate you be-- first being a resource. Because that's what-- I've already bragged about the fact that you were kind of presented to me as a resource. We had some phone calls. I was so impressed, and I said we got to have this guy on the show because I think he will kind of kick it up a notch. So-- so thank you for just being willing to share what you know what-- what-- you know, what you can for-- to our listeners.

SID: Sure, Brian. Thanks for having me.

BRIAN: So here's the thing that we wanted to bring you in to talk about, because you do have experience, seven years as an owner/operator. What is the things-- let's first talk about the ugly side of it. What's the biggest mistakes that you see brand-new owner/operators make?

SID: Falling in love with that huge paycheck. It's the biggest mistake.

BRIAN: Now when you say "paycheck"-- because obviously when you're out on your own-- you're an owner/operator, you're your own business man, essentially, you're an-- you're an entrepreneur, that paycheck is not necessarily a W-2. You're talking about that big top-line number. Somebody not thinking about the expenses. They're talking about getting that big check. They don't realize there's more to it, do they?

SID: They're not looking toward the future, you know? They're looking toward next week and going, "Well, I'm going to go to Washington next week and make this much money again. So why not, you know, go and buy a new car?" You know?

BRIAN: And I thought it was interesting. When I watched your documentary titled "Rock 'n' Roll" on truckerterritory.com, you mentioned the worst thing that can happen that you're not prepared for when you're an owner/operator is when it goes-- I think you said "clink." I think that was-- the word-- the word you used, the clink.

SID: (overlapping) That's the worst sound you can-- that's the worst sound you can hear.

BRIAN: What-- what-- what do you mean when you say-- when you hear clink?

SID: It could be anything. It could be a tire blowing out. You know? You go buy a brand-new tire, it's 700, 800 bucks right there, you know? That's-- that's a lot of

expense. It could be anything. It could be brakes. It could be, you know, you need an oil change, you know? It could be anything.

BO: And so am I hearing you right, that every one of those clinks makes that big check that you got so excited about a little bit smaller, little bit smaller, little bit smaller?

SID: Just goes right down the line, right down the line.

BRIAN: And so that's why as a-- as an owner/operator, if you-- instead of looking at the big check, you kind of need to know what it costs to run your truck so that you can think about the profit. 'Cause that's true-- what are we doing it here for? We're doing it for the profit, which is-- if you know-- you need to figure this out-- and go listen to our bookkeeping episode if you-- if you don't know what profit-- that-- 'cause that's-- you know, after you take your revenue, which is the number that comes in, you have to deduct the expenses, and what's left for you actually do keep is the profit. So it sounds like you-- you're asking-- you know, we need our truckers to be financially prepared, you know, to at least go into this thing knowing what's going on and what it costs to run your truck.

SID: You're already driving for the best. But you've got to think about the future. You know? And if you don't, you're going to be left sitting on the side of the road somewhere begging your company to bail you out. You know, whatever company you're leased on with, you know? And if you've got your-- your own authority, then you're just sitting there. You know?

BO: So what would you say is the tip to help protect yourself? Should you have some powder money? Should you have some money on the sidelines if you are gonna be an owner/operator?

SID: (overlapping) I would highly suggest three months of expenses to start at least. At the very least, three months.

BO: So the very first thing you need to know is what one month of expenses to run your truck looks like. I mean, that's kind of the starting point, right?

SID: If-- if-- if you-- if you--you've purchased a truck, you should already know about how much-- how much fuel you're going to use, you know, how many miles per gallon this truck gets, you know? Factor in, you know, an oil change. Factor in a couple of tires at least because, you know, you could blow tires. You know, factor in some brakes, you know?

BRIAN: I-It's one of those things-- you had mentioned-- I know when we've talked previously, Sid, that three-- three months is just to run the truck. You know, and-- 'cause we had talked about it-- and this is one of those things-- I can tell you just from experience of being an entrepreneur myself, that's just the business cash reserves. You've got to keep three months to keep the truck running. I would recommend-- and this is just me kind of stepping in-- personally, you need to have another three months just to keep your household if it's-- I'm talking about mortgages. I'm talking about utilities, you know, health insurance, all the stuff that you take for granted, you need to have three months of that. So we might be talking about not just three months. We might be talking 3 to 6 months if you take into account keeping the truck running plus what you gotta keep your household running with.

SID: I agree, yes.

BO: And, you know, I'm really intrigued by this big clink that you talk about, because I'm just sitting here thinking about driving a truck hearing that. Are there things that you can proactively do? Are there recommendations you make for an owner/operator or just a regular operator on ways they can make sure that they are keeping those clinks to a minimum and things they should be doing to make sure that they don't have those happening frequently?

SID: Yeah, you know, your-- guys are guilty of going, "Well, I'm going to a daily inspection," you know? And they walk around the truck and thump the tires. That's-- that's not daily inspection. Okay?

BRIAN: That sounds like me doing the maintenance because I'm like oh, yeah.

SID: Daily inspection, guys. You know, open the hood, you know, take your hand and pull those belts, you know, make sure you don't have a pulley that's loose, you know? Check your-- check your fluids, check your oil, get in there and look at your brakes, you know? Look at your tires. Every day, inspect those tires because without those tires, you're not going anywhere, period.

BO: Sure. And so you're say--

SID: And that's a major expense.

BO: And so you're saying even if-- even if I'm doing those things daily, and I don't necessarily feel the cost savings-- you know, I check my tire, and every day, it's got air. I don't feel that every day. In the long run, I'm keeping more money in my back pocket.

SID: And that's what you've always got to look toward is the future in this business. You've got to look toward the future and prepare for the worst.

BRIAN: And you said to even be-- I know when we talked, you talked about being very proactive, maybe even send-- periodically sending off that oil to get some testing done on that.

SID: And any place-- any of these oil places will do this for you, you know?

BRIAN: And another thing-- because I-- before we move on from this topic 'cause I think that the-- we had talked about the fear-- because you mentioned this, and it keeps coming up is the fear of the big check. So if you're talking about knowing what it costs to run your truck, what are the big expenses that you should go ahead and know cost per mile to kind of figure out and so that you don't get yourself where you go take a deal-- because I have read so many articles, Sid, when I've been preparing for doing this series for trucker territory and Progressive Commercial, I have-- I've come across so many stories of drivers and owner/operators taking hauls and loads when they're losing money. There actually is zero profit to be made because they're taking loads that if they knew what it cost to run their truck, they wouldn't touch it with a 10-foot pole.

SID: They certainly wouldn't, and-- and-- and it takes--

BRIAN: (overlapping) So what's the big ones?

SID: Well, some of these guys take-- take a load and go, well, this will just get me home, you know?

BRIAN: Right. Right.

SID: And all you're doing is paying for fuel. You're not making any money. You know, there's no revenue there, so every load that you take, you've got to figure in, you know, am I going to make revenue on this load? Am I going to be able to get out of this particular area that I'm going to, you know? Study your traffic markets. Figure out where the freight is moving, you know? Hey, I don't like going to Chicago either, but I know I can get loads out of Chicago, you know? And you're only going to be there a few hours, and then you're out. You know? Don't go to West Virginia just because you've never seen West Virginia before. (laughter) And that's not a knock against West Virginia.

BRIAN: (overlapping) Oh, no, but you could go do it on your own time.

SID: You can do it on your own time.

BO: And it'd probably be cheaper to do it that way, right?

SID: Much cheaper, much cheaper, yes.

BRIAN: So when you were driving for yourself, what are some tips and tricks on how to keep up with those expenses? I mean, is-- did you have a baseline of how you did the cost for tires, the cost for insurance, the cost for fuel? How did-- how did you do that stuff? Because that's the part I would be-- be curious about.

SID: Well, just-- just figure out your month's expenses as far as your fuel, your taxes, your insurance, your road expenses such as, you know, what you're going to eat that week. You know? Do you need a new pair of gloves? You need to figure all this stuff in and break it down to a cost per mile, you know? And that's what you need to do.

BO: In addition to those maintenance items, Sid, are there things-- I know in our industry, it seems like compliance and regulations and that sort of things are constantly changing and, you know--

BRIAN: To say the least.

BO: Every time they change in our industry, we have to write a check for those changes. Is that-- do you see that-- as an owner/operator, did you see that same sort of thing happening?

SID: Sure, sure.

BO: (overlapping) Is that something where people either get themselves in trouble or that's the cost that they don't factor in?

SID: You certainly can, and DOT inspection weeks are more prevalent now more than ever because, you know, safety is such a concern. You've got so many new drivers out there now, you know? And the DOT is not messing around. They're not. They will write you a ticket in a heartbeat.

BO: Right.

BRIAN: Any services or any-- what-- what's some inside tips you could give us on the compliance? Is there anything that you remember being so impressed about, you're like, man, this-- if I'd have known this year one of being an owner/operator, this would've made it better on the compliance side of things?

- SID: Just-- just make sure you've got an active conversation going with your safety department, you know? And you have a safety department. Go in there, visit with them, talk with them. They're not there just to check your logbook, you know? They're there to keep up with all your compliance needs, and they're a resource, and you should use them as a resource because that's what they're there for.
- BRIAN: And-- and I know you were talking-- we were talking about lease drivers, and we were talking about the cost per mile, you said that if you don't know all your mila-- the numbers, the cost per mile, you could probably go to the lease company and get some-- get some of the data, and they would be willing to share that with you to help you make a better decision.
- SID: (overlapping) Yeah, it's not their first rodeo. They-- they know exactly what the dollar is, you know? They know what it is.
- BRIAN: So you can figure out if you need to take this load or take this project that you're-- that you're working on.
- SID: Yeah, yeah, and ask-- you know, and ask how freight is running out of that particular area for the last two weeks before you take that load. You know? They'll tell you.
- BO: Yeah.
- BRIAN: I think that's great. You know, if you take that in combination with you saying look at certain parts of the country, you know, of what is the profitable areas that you could be doing those runs, I think that is great advice that can help out anybody, and I want to kind of transition the conversation-- is of what went well-- what was the benefits of being an owner/operator looking back on it after your experience of doing it that you go, "This is the good part of being an owner/operator?"
- SID: Uh... being home on Friday with my family and not having to worry about things so much, you know? And-- and-- and making-- trying to make my money early in the week. Be at your destination at 7 AM on a Monday morning, start your week off at 7 AM Monday morning, and you will not play catch-up the rest of the week. You just won't. You show up at 1:00 in the afternoon on Monday, you'll never get caught up, and you will not be at home on Friday. So work smart.
- BRIAN: You said something there, because home time I know is so important. Did you find-- because one of the tips-- before we brought you on, Sid, we were talking

about just the importance of creating a plan of action but also to create-- think about the end at the beginning of what you're doing, and I thought what you just said is getting it all done at the beginning of the week will set you up. I mean, how much planning and preparation should the typical owner/operator do when they're trying to plan things? Because this also goes back to that geographic of where you're doing your hauls and so forth. How much time is what I would quasi-consider office time versus road time? Do you find when you were an owner/operator that there was a-- a percentage or a split that you could talk about?

SID: Just, you know, once a week, just-- just take a little time out of your schedule to sit and look at your stuff, you know, look at your paperwork, do an expense rundown. You know, it won't take you an hour, you know? You've got an hour. You're going to sit there in the restaurant and eat something, then go over little paperwork while you're doing it and prepare yourself and be prepared for the next week that's coming.

BRIAN: And maximize those dollars, right?

SID: (overlapping) Maximize the dollars. That's what it's all about.

BRIAN: (overlapping) If you find that you have a customer that you seem to be more profitable on their deals or you have a maybe a track between two different states that you can always get work, maximize those dollars.

SID: (overlapping) Maximize it, yeah.

BRIAN: That sounds like a great opportunity. Here's the thing that I always like-- you know, and Bo knows because when I had Bo on, he knew I had a mentor. There was-- when I started my own company, I was fortunate that I had a mentor out of-- out of South Carolina, and she shared so much with me about how she started her company, and I was-- you know, and it was-- it gave me a head start. It kind of-- fast-forward-- you know, didn't make me make those mistakes. If you were-- if you were talking to somebody who is just now hitting the owner/operators, what's some things that you wish somebody had told you in the beginning that would have made it a lot easier for you?

SID: Just always prepare for the worst. Always. Because the worst will come along. And it might come along when it's 20 below outside. And it might come along when it's 110 degrees outside, but eventually, the worst is going to show up because it's trucking, and it just happens that way. So as long as you prepare and you're ready for it.

BO: Yeah, one of the things that we had said at the beginning of the show, Sid, is that when you're thinking about mapping your route to success, you want to think about what's probably going to happen, what could happen if everything goes right, and what could happen if everything goes wrong. If I'm hearing you right, you're not saying what could happen if everything goes wrong. You're saying-- you need to plan for what will happen because there will be a time when things go wrong.

SID: That's exactly right. That's exactly right.

BRIAN: How about--

SID: Trucking is basically a little bit of boredom and sheer moments of just terror. (laughter) I mean, and that's basically what it is, and you don't know when that sheer terror is going to happen.

BO: Right, right.

BRIAN: I know when we had talked earlier also, Sid, you had talked about being smarter with your money. This is one of those things that if you could go back and give guidance and mentor a younger driver who's about to-- to become their own owner/operator, what do you mean by being smarter with your money?

SID: Spend-- spend your money wisely, you know? Don't waste a lot of money on the road on frivolous things you don't need just because you've got a couple of thousand dollars in your checking account. Don't-- don't buy stuff at the truck stop. Don't-- you know, just-- just spend your money wisely. You know, keep it in the bank 'cause you're going to need it there.

BRIAN: And focus on things like maintenance and paying yourself first.

SID: (overlapping) Focus on maintenance and paying-- take a percentage of your check. Make yourself a paycheck because, you know, more than likely, you were a company driver, you know? And you know what you can survive on a week, you know? Keep surviving on that, you know?

BRIAN: When when we talked beforehand, Sid, you-- you kind of-- you warmed my heart because with what we do for a living of-- of giving personal finance advice to people, you had talked about paying yourself first, and-- and I heard the term "Roth IRA" when you were talking about paying yourself first. So kind of walk us through, you know, those-- those type of things. What did-- where-- where were you thinking on being smarter with your money management?

SID: Find a good CPA that you-- you're-- that you can get a good relationship with and you trust, you know? Find places to put your money so it will work for you in the future, you know? Don't-- don't get down the line with a broke-down truck and a broke-down bank account.

BO: Yeah. I like that. That's a good line. That's a real good line.

BRIAN: (overlapping) Because here's the thing. I think a lot of people-- and this is not just a trucker problem. A lot of people will work their entire career, they get to retirement, and they go, now what? And they look at their bank account-- I mean, I just saw a study recently that less than half of Americans have like \$1,000 in their bank account. And that's the thing-- so I like the thought of you-- what you mentioned to me, Sid, is pay yourself first. You know, if you're actually allocating-- when you get those big checks, just like you're figuring out cost per mile, what if there's a little subcategory also for paying yourself first to put into your retirement account, like your Roth IRA?

SID: (overlapping) Just a little percentage. Just a little something.

BRIAN: If you're young, a little goes a long way because it really can grow and maximize for you.

SID: It really can.

BRIAN: The-- the things-- 'cause we're talking about machinery here. I mean, it is-- if you're talking about a big tractor, this thing is a machine, but I love-- the beautiful thing you had told me in one of our interviews, Sid-- and this was just so poetic and probably a great way for us to kinda close this thing out is you were talking about you had three things to keep top of mind. Can you-- do you mind repeating what does three things were?

SID: Your tractor.

BRIAN: Yep.

SID: Your finances.

BRIAN: Yep.

SID: And your body, yourself.

BO: (overlapping) Oh, yeah, yeah.

BRIAN: Now talk-- because you-- you do yoga. You do all kind of stuff because that is one of those things--

SID: (overlapping) I do. I do. I'm--

BRIAN: Keep going.

SID: I'm training for a 50-mile run right now.

BO: I'm sorry--

SID: As soon as we get done with this, I hit the bike going, and then I run, and then I do yoga.

BO: Now you said 15, did I hear that right?

SID: No, no, I said 50.

BO: 50, okay, 50.

SID: I'll be 50 very shortly, and I'll-- and I'm going to do the 50 then. I'm training for it now.

BO: That's awesome.

BRIAN: Man, what's your cost per mile? Because when I hear-- when I hear 50 mile I'm thinking about, man, what is that cost per mile? Because that is-- that's a long distance, Sid.

SID: It'll cost you a lot of ice cream, I'll tell you that.

BRIAN: (overlapping) That's pretty incredible.

BO: And so if we're hearing you right, it sound-- any of those three things break down whether it's your tractor, your body, or your finances, any three of those-- any one of those three breaks down and you can be-- you can be out of business. You can be broken down.

SID: It can hobble you. It can, it can, yes, for sure, yeah. I have driven from Detroit back to Mississippi with a broken foot before.

BRIAN: Oh, goodness gracious.

SID: I sure did.

BO: That's a long haul.

SID: And I drove all the way home.

BRIAN: And I was telling you, Sid-- 'cause I'm in my-- getting to be mid-40s, you know, so it makes you realize you're-- you're-- we're not going to be here forever. I mean, it's one of those things-- there's a reason people call it a midlife crisis, and I told you one of the things I always worry about is what's the injury that's going to hit you that changes your life, whether it's throwing your back out where-- and, you know, and you had talked about there's a lot of drivers because they'll let themselves go, they won't keep themselves in physical tiptop shape, they'll-- they'll mess up their knees, they'll mess up-- there's all kind of things getting in and out of the trucks. I mean, walk us through some of those concerns.

SID: Trucking is so hard on your body, you have no idea, and people think, oh, you're just driving down the road. You're not. You're continually moving the whole time. Your body moves all day long. Okay? And, you know, if you're smoking and you're overweight and you've got high blood pressure, there's enough stress on the road already without all of that. You know, there's plenty of stuff to pile on, so. And then just getting out of the truck, you know? Use the handles that are there. You know? They're there for a reason, you know? Because you can-- you can get seriously hurt getting in and out of a truck. I've seen it.

BO: Yeah.

BRIAN: And I think that's probably a great place to kind of close this thing out is-- and the fact that-- Sid, thank you for coming on to "The Money Tune-up," and check us out at [truckerterritory.com](http://truckerterritory.com). But here's-- I just love it. It's very poetic, as I've already told you, in the fact that if you're proactive-- if you think about this stuff-- and it's all-- if you're proactive thinking about the end at the beginning of-- of your driving career, if you focus on your finances where you're making sure you got that 3 to 6 months of cash reserves to keep your tractor running, you're going to be in a better place, especially if you're taking a portion of it and paying yourself first by putting it in a retirement account. It's going to help you out. If you think about your health, be-- be like Sid, where you are doing something. There's all kind of-- if you go to [truckerterritory.com](http://truckerterritory.com)-- I know, Sid, you're talking about that you might do something on-- on their website for showing yoga, but they've got another gentleman on there talking about exercising, keeping that body--

- SID: (overlapping) Yeah, and that's a great video. That's a great little documentary.
- BRIAN: (overlapping) And you mentioned-- I know on that "Rock 'n' Roll" documentary-- park at the other side of the parking lot, which forces you to walk across it. That is paying yourself first on your body, and that can be very helpful and that's truthfully going to help your mind as well. And then be proactive with that tractor. Meaning that you're looking at the maintenance. You're looking at what the cost per mile is. If you can be proactive with all three of those things, your body, your finances, as well as that tractor, you're going to be head and shoulders above a lot of your peers out there.
- BO: And what I love is none of those sound hard. In isolation, none of those are hard, and it's such a cliché-- such a cliché saying, but I feel like it's so true, especially in the trucking industry that if you fail to plan, you really are planning to fail. Would you agree with that, Sid?
- SID: (overlapping) Yes. Yes, that's exactly right. That's exactly right.
- BRIAN: (overlapping) Well, I think that hopefully a lot of our listeners, if you have comments, you have thoughts on this, go to [truckerterritory.com](http://truckerterritory.com). This website was set up for you guys to be 100 percent about you. Progressive Commercial has taken the resources, they've hired us to come in and try to create a venue for you guys to get educated. So if there's something you want to hear us talk about-- because we're going to be doing one of these podcasts for-- all the way through the rest of the year, once a month. So go to [truckerterritory.com](http://truckerterritory.com), leave us some comments, give us some thoughts on what we can do to make this better for you. And I just want to thank Progressive Commercial because they really do care about the 3 1/2 million truckers that-- they are trying to give them the best advice by hiring people like us so that hopefully your experience as a trucker can be better. So go out there, be proactive with not only where you're getting your insurance and other things but how you're handling your finances, how you're handling your tractor and how you're handling your body. Progressive Commercial obviously cares and wants to help out in that.
- BO: If you have some thoughts or you have some comments or you want to join the conversation, feel free to go out to [Facebook.com](http://Facebook.com). You can comment right there on this post. Let us know what you think. Share-- share with us some of your experiences on how you've kept your tractor, your finances and your body in shape throughout your journey as well.
- BRIAN: Well, guys, I'm your host Brian Preston from the "Money Guy" show with my cohost, Mr. Bo Hansen. We appreciate you guys tuning in, and we look forward

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to bringing you many more episodes, and thank you for Progressive Commercial, and go check out [truckerterritory.com](http://truckerterritory.com). I think you'll be impressed.

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[musical break]

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