



# Excel Courier Success

→ A VISUAL REPRESENTATION OF WHAT YOU CAN EXPECT AS AN INDEPENDENT CONTRACTOR DRIVER AND HOW TO MAKE THE MOST OUT OF THIS OPPORTUNITY.

## Consistency

### TOP DRIVERS:

Consistency reduces downtime, builds trust with dispatchers, and leads to more work and better earnings for drivers.



## Key Habits of Success

Regularly  
Check-In



Act  
Quickly



Always  
Prepared



Clear  
Communication



## Maximize Earnings

The key to success as an Excel Courier driver is being reliable: consistent check-ins, calling in after every pick-up and delivery, and availability for long- and short-distance requests. Flexibility, especially for long-distance jobs, can significantly boost your earnings.

**COMMUNICATION IS #1  
REQUIREMENT**

## Types of Deliveries

Deliver a variety of packages, from medical supplies and tech parts to documents and more. Most fit in a car or van, so fuel efficiency is a plus. Be prepared for diverse deliveries and bring any necessary equipment.



MEDICAL



AUTO



AIRCRAFT



DOCUMENTS

## Your First Few Weeks

Expect some downtime initially while you learn the ropes. Dispatch will assess your performance and reliability. Strong performance can lead to TSA certification and potentially more deliveries, especially at airports (IAD, BWI, RIC).



## Long-Distance Opportunities

Flexibility is key for long-distance jobs with Excel Courier. Be available for short-notice requests and keep your vehicle in top shape for extended trips to maximize these higher-earning opportunities.



## Average Earnings

Realistic Expectations: Contrary to some online videos, you won't make \$2000/week immediately. Earnings grow with experience and consistency.

**\$500/week**

Part-time

**\$1500+/week**

Full-time