PayYourWeigh

Demo Talk Tracks | Carrier & Fleet Meetings

1 / Start with the daily problem

“How much time does your dispatch desk spend explaining fuel surcharges, detention and mileage bands? PayYourWeigh gives your drivers a consistent view of trip pay and their own operating costs before they accept a load.”

2 / Show the driver calculator

Open Calculator. Choose a carrier and preset lane; enter an order number. Change mileage, extra stops and detention. Show gross pay, truck costs and net take-home. Open the breakdown, then save a trip and find it in Trips.

“Your official pay rules determine revenue. Each driver's truck costs determine their estimated take-home. These figures are estimates, not a settlement guarantee.”

3 / Demonstrate company customization

Open Company in the bottom bar or desktop navigation. Select Apex Freight. Change its name, color, package or optional services, then Save demo company. Open Accounts to edit and save a rate or lane. Return to Calculator to show the company branding and saved rates.

Switch to Summit Transport to show its separate settings, then Personal calculator to return to personal rates. The two demo companies are fictional; changes are saved only on this device.

“Each company customizes its own workspace. Drivers keep their personal truck costs and saved trips separate from company rate settings.”

4 / Explain the hybrid offer

“There is a one-time setup fee plus a monthly subscription. Starter is $1,500 setup and $199/month, Growth is $2,500 and $499/month, and Enterprise is $4,000 and $799/month.”

Starter dispatch training adds $500 once; monthly cushion and margin reporting adds $195/month. Both are included in Growth and Enterprise. Use the package selectors to show the exact setup and recurring totals.

5 / Close with a concrete next step

“Let's review your lane file, rate schedule and driver count, then agree your package and rollout scope. You retain control of company settings without maintaining the application code.”

Demo boundaries

No sign-in is required for the public demo. Use Manage live companies for actual company accounts; private membership still requires login. Demo selections do not collect payment, invite real drivers, deliver training or generate monthly reports. Do not promise live billing, automatic weekly fuel updates, cloud trip sync or delivered reports before those services are connected and agreed.