

Worksheet 6: Rate Sheet Fill-In Template

Complete before your first client outreach call. Arkansas market ranges provided. Walmart and Tyson supplier contacts expect professional documentation and reliable follow-through.

Business Name: _____

Phone: _____

Email: _____

Service Area: _____

e.g. Northwest Arkansas + Little Rock + I-40 Corridor

Service Type	Arkansas Market Range	Your Rate
Standard same-day (under 15 mi)	\$45-\$80	
Per mile after 15-mile base	\$1.75-\$2.75/mile	
Rush delivery (1-hour pickup)	\$80-\$145	
Dedicated hourly rate	\$55-\$95/hr	
Medical / specimen transport	\$60-\$110	
Walmart / supplier document run	\$55-\$95	
Legal document / court filing	\$55-\$95	
Little Rock to NWA (200 mi)	\$370-\$460/run	
Little Rock to Fort Smith (155 mi)	\$290-\$365/run	
Little Rock to Jonesboro (130 mi)	\$245-\$310/run	
Bentonville to Fort Smith (60 mi)	\$120-\$165/run	
After-hours / weekend surcharge	20-30% above base	
Holiday surcharge	50% above base	
Waiting time (after 15 min)	\$1.00-\$1.50/min	

PAYMENT TERMS

- ☐ Net 15 days for recurring clients
- ☐ Net 30 days for large Walmart supplier / corporate clients
- ☐ Due on delivery for new clients (first 3 runs)
- ☐ Credit card surcharge: ____% (if applicable)

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