

What to Say about



Elevator Pitch

"How are you going to stay on the road when a broker or shipper does not pay you for 30-90 days? How are you going to make your truck payment? Pay for Fuel? Fix your truck when it breaks down? Pay your dispatcher? Pay your insurance? You need your money now and not in three months from now."

"Factoring is the only way to stay in the business long-term. I work with Porter Freight and they are one of the top rated factoring companies. They work with a lot of our clients and we have seen first hand how they go above and beyond for these carriers. If you want a company that is transparent about their fees and terms, has reputable customer service, has a headache free invoice submission portal, and gives you a dedicated account rep, Porter is the best company."

"I can get you a good rate with them. Would it make sense to get you connected with their team?"

If Someone Says "Factoring Is a Scam"

"You're right — some companies give factoring a bad name. That's why I recommend Porter. They're upfront about pricing, walk you through everything before you sign, and actually explain how it works. No hidden fees, no games."

If Someone Says "It's All About the Rate"

"Rate matters — but what matters more is what you net and how you're treated. Porter is competitive, but they also answer the phone, fund fast, and help solve problems. A cheap rate doesn't help if you can't get support when you need it. You get what you pay for, and when you have an issue you want to get it resolved quickly instead of waiting forever for the company to care about your problem."

If Someone Says "I Already Have a Lower Rate"

"You are right - oftentimes factors say that they have a lower rate, but they have to make money somehow. They often hide random fees that you end up paying more. Would it make sense to have a conversation with our team to see if they could help you save some money?"

If Someone Says "I Don't Want a Contract"

"Totally fair. Just so that you are aware, every single factoring company has a contract. The good thing about Porter is that they do not charge a termination fee at the end of their agreement. You are able to leave for free at the end of the term. Most factoring companies will charge between \$500-\$5,000 just to leave at the end of your contract even though you have held up your end of the bargain."

If Someone Says "I am with Another Factoring Company"

"That is awesome that you already know how it works and know the need for factoring. What I have found is that with my clients, a lot of them overpay or have a lot of hidden fees that add up quickly. What do you currently pay for your factoring?"

"Would you be willing to talk with my team to see if they could provide you a higher quality service for lower fees? They also handle the full Underwriting and Buyout process so that it is headache free for you."

Why Carriers Like Working With Porter

- We're easy to work with
- We move fast
- We treat carriers right
- We communicate clearly
- We fight chargebacks for you
- We assign a real account manager

Simple Call Script Partners Can Use

"Who are you factoring with right now? → Are you happy with them? → Elevator Pitch