RAPID CASH RENTALS

70-to-100 Vehicle Fleet Expansion Plan

Fixed $300 Weekly Vehicle-Owner Partnership Model

We Keep the City Moving

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A managed rental platform where private owners supply approved vehicles and Rapid Cash Rentals manages customer acquisition, screening, contracts, collections, fleet oversight, and service coordination. All figures are illustrative projections, not guaranteed income.

1 | Executive summary

Goal: grow from a 70-vehicle operating fleet to 100 vehicles by onboarding 30 privately owned partner vehicles. Rapid Cash Rentals offers a fixed **$300 weekly owner payout**, subject to a signed agreement and clearly defined eligibility, downtime, and termination rules. The platform handles day-to-day rental operations from A to Z.

Core strategic advantage: growth without financing every incremental vehicle. Core risk: fixed weekly owner obligations continue during vacancy unless the contract explicitly provides otherwise.

2 | Service and partner proposition

Rapid Cash Rentals manages: marketing and lead generation; driver qualification; reservations and rental contracts through Fleetwire; payment collection; pickup/return procedures; GPS/telematics and speed monitoring; customer communication; cleaning and turnover; maintenance scheduling; damage documentation; insurance administration and claims coordination; reporting and owner payments.

Vehicle owners provide: qualifying vehicle, verified title and lien status, keys, service records, initial inspection, required consents and disclosures, and compliance with contract terms. Owner remains responsible for any expenses specifically assigned under the agreement.

3 | Underwriting and vehicle acceptance

Adopt a written vehicle eligibility policy covering age, mileage, safety inspection, condition, title status, loan/lease restrictions, manufacturer recalls, GPS authorization, and commercial rental insurance eligibility. Verify that any lienholder or finance agreement permits third-party commercial rental use before onboarding.

Avoid promising a payout before inspection, insurance approval, title/lien verification, and agreement execution.

4 | Unit economics: $300 guaranteed weekly

Weekly customer rate	100% utilization: spread	85% utilization: spread
$399	$99.00	$39.15
$449	$149.00	$81.65
$499	$199.00	$124.15
$549	$249.00	$166.65

Spread = collected rental revenue less the $300 owner payout, **before** insurance, maintenance, repairs, payment fees, taxes, staff, cleaning, parking, downtime, and claims. Assumes 52 weeks/year and paid utilization of 85%.

At $399/week, the break-even paid utilization for owner payouts alone is 300/399 = **75.2%**. The true break-even is higher once operating costs are included.

5 | Partner fleet projection

Partner cars	Monthly gross @ $399 / 85%	Monthly fixed owner payouts	Gross spread / month
30	$44,090	$39,000	$5,090

Partner cars	Monthly gross @ $399 / 85%	Monthly fixed owner payouts	Gross spread / month
50	$73,483	$65,000	$8,483
100	$146,965	$130,000	$16,965

The partner-fleet figures are **not** the consolidated 70- or 100-car fleet P&L. They assume all modeled vehicles are partner-owned and receive $300 every calendar week. Actual company-owned vehicle costs must be modeled separately.

6 | Total fleet scenario

Fleet size	Monthly gross at $399 / 85%	Annual gross
70	$102,876	$1,234,512
100	$146,965	$1,763,580

At 100 vehicles, the incremental 30 partner vehicles add about $44,090/month in rental revenue and $39,000/month in fixed owner payments, leaving **$5,090/month before all operating expenses**.

7 | Owner agreement framework

Specify: (1) fixed $300 weekly payment and payout day; (2) whether payouts pause for mechanical downtime, insurance suspension, total loss, or owner-caused unavailability; (3) minimum contract term and termination notice; (4) commercial rental and liability insurance responsibility, deductibles and exclusions; (5) maintenance, tires, registration, depreciation and repairs; (6) damage, theft, claims and loss-of-use rules; (7) mileage/geographic limits; (8) lienholder consent; (9) tax reporting and recordkeeping; (10) audit and vehicle return rights. Have Georgia counsel and an insurance broker review before use.

8 | A-to-Z operating process

Owner application -> title/lien and insurance review -> vehicle inspection -> signed management agreement -> telematics and onboarding -> marketing/listing -> renter verification -> signed rental contract -> vehicle dispatch -> payment collection -> trip monitoring -> turnover/maintenance -> weekly owner payment and statement -> monthly performance review.

9 | 30-partner vehicle acquisition plan

Phase 1 (0-60 days): finalize agreements, insurance underwriting and standardized inspections; pilot 5-10 owner vehicles. Phase 2 (60-120 days): add another 10 vehicles only if utilization, collections, claims, and margins meet targets. Phase 3 (120-180+ days): onboard remaining vehicles and reach 100 total. These dates are targets, not commitments.

Recruit through referrals, local vehicle owners, dealer relationships and direct outreach. Position the offer as professionally managed rental income, while clearly explaining contractual limits and risks. Do not describe the payout as risk-free or an investment guarantee.

10 | Controls and decision gates

Track paid utilization, revenue per available car-week, delinquency, net contribution after all direct costs, days out of service, damage/claims, owner retention, and cash reserves. Set a minimum contribution margin per vehicle before adding more partner cars.

Key recommendation: at $399/week with a guaranteed $300 owner payout, margin is too thin for a typical fully managed rental operation at 85% utilization. Test higher customer rates, differentiated vehicle tiers, or a conditional payout policy before scaling. Do not promise $300 unconditionally until a vehicle-level profitability test supports it.