

The Truck Card

Is this job worth the trip? Set your limits, then check each inquiry before committing to a visit. Update your availability whenever your schedule changes.

My limits

Longest one-way drive: _____ min

Smallest job worth a visit: \$_____

Budget at least _____ % of my ballpark

I'm booked _____ weeks out

Everyone who decides at the visit? **Required / Not**

Photos before I drive? **Required / Not**

Check each answer

Check	GO	CLARIFY	PASS
Work	☐ Work I take	☐ I only sometimes take it, or I'm not sure	☐ Work I don't take
Drive	☐ Within my longest drive	☐ I don't know the address yet	☐ Over my longest drive
Job size my own ballpark	☐ At or over my smallest job	☐ Can't ballpark it yet	☐ Under my smallest job
Budget	☐ At least my % of my ballpark	☐ Not shared, under my %, or no ballpark yet	—
Timing	☐ Start is at least my booked-out weeks away	☐ Sooner than I'm booked, "just planning," or didn't say	—
Decision-makers if required	☐ Everyone who decides can be there	☐ Someone can't, or not sure	—
Photos if required	☐ Received	☐ Not yet	—

Decide in this order

1 PASS

Anything in the PASS column? Don't drive. A clear mismatch with your limits beats anything still unknown.

2 CLARIFY

Anything in the CLARIFY column? Ask first, then check again.

3 GO

Everything in the GO column? It's worth the trip. Book the visit.

Blank or unknown is never a GO. Zero is a real answer: a 0-minute drive is fine, a \$0 budget is low. If a rule is marked "Not" required, skip that row. GO means the job meets your limits; it doesn't promise the sale.