



## THE AUTONOMOUS TRUCK REVOLUTION

Autonomous trucks may have sounded like science fiction, but they are a viable technology with real commercial potential today. The consensus is that though self-driving trucks have many possibilities, they will not be feasible in every commercial context for a while, and their rollout will be gradual. However, this technology will address driver shortages, improve reliability and safety, and meet the growing demand for e-commerce through 24/7 service.

### HUB-TO-HUB ROUTES

Hub-to-hub routes were initially designed to prevent drivers from being away from home for prolonged periods, and they are now an excellent application for self-driving trucks.

### TESTING PHASES

Companies like Waymo have been testing self-driving trucks in the Sun Belt states like Texas, Arizona, New Mexico, and California since 2017. They are doing level 4 testing with actual freight for real customers on ideal roads and collecting information on how their trucks would perform on some of the busiest streets. The idea is to implement level 4 autonomy for commercial routes where safety-critical functions can be shifted from driver to vehicle. The ultimate goal, though, is level 5 autonomy, where the technology can operate the

truck anytime, anywhere, on any road conditions. That level is ways out and not anticipated to be achieved anytime soon because of the complexity of regulations, technology challenges, and public acceptance.

### REGULATORY CHALLENGES

Autonomous trucks have different levels of acceptance across various states. For example, Texas and Florida are progressive in their policies regarding AV testing, whereas New York and California are more cautious in their approach. Some federal policies to override state policies may be required, but it is also important to note that we should be careful not to overregulate an emerging industry.

**Source:** Level 4 autonomous trucks: *Closer than you think*, [fleetowner.com](http://fleetowner.com), March 29 2021



## HOW TO GET PAID FASTER

*“Until you value yourself, you won’t value your time. Until you value your time, you will not do anything with it.” ~ M. Scott Peck*

For this InfoPays, we list tips for getting paid faster:

### 1. Keep track of your time.

Stay organized and document your hours accurately to ensure that you get compensated for your efforts fairly. In the end, time is money.

### 2. Bill early.

After wrapping up a project, try to send out your bills immediately. Avoid moving on to the next task without notifying your client or customer of payment due.

### 3. Use simple terminology.

“NET 30/60/90” is a common invoice jargon; however, experience shows that this terminology may, in the end, be confusing your clients. Keep it simple by stating the number of days that your invoices become due.

### 4. Charge an upfront fee or request partial payment.

A retainer fee provides a guarantee and gives your cash flow a boost. During the planning stages, enthusiasm is the driving sentiment so at this point sponsors tend to be more flexible about payment terms – if you are asking for a partial payment, this is a perfect time.

### 5. Set up payment reminders.

Establish a simple system to keep track of overdue accounts and release payment notifications. It is vital to detect potential delinquency sooner rather than later.



### 6. Make the payment process simple and easy.

If you make bill paying complicated or nonintuitive, you are guaranteed to lose your client’s attention. Try to provide your clients with convenient options for payment, ideally electronic methods.

### 7. Ensure accurate billing.

Be sure that your bills reflect all the correct information, especially the current balance and the appropriate receiving party. Customers are more likely to avoid payment of bills that contain errors and discrepancies.

### 8. Be professional and courteous.

Being courteous is not just the right thing to do – it is a powerful tactic that can help you get paid faster. A simple “please pay your invoice within” or “thank you for your business” can increase your payment success.

Created by the IPS Business Owner Success School (BOSS) 



**Guarantee your  
liquidity within  
8 business hours**