# How to Make a Living Driving For Uber and Lyft



# **Table of Contents**

Why Ride Sharing?	3
Top Tips Cheat Sheet	4
First Thing's First: Apply	5
My Story	6
Should You Drive for Uber, Lyft, or Both?	8
How to Become an Uber Driver	9
What's it Like Driving for Uber?	14
How to Make More Money Driving for Uber	18
How to Become a Lyft Driver	20
What's it Like Driving for lyft?	25
How to Make More Money Driving for Lyft	30
Insurance, Taxes, Airports, etc.	32
Is Ride Sharing a Good Job? Should you do it?	36
Super Secret Bonus Tip	37
What's Novt?	39

# Why Ride Sharing?

Ride sharing mobile apps are a simple concept that revolutionize the way we get around. Here's the big idea: Passengers request a ride using a smartphone app and get connected with available nearby drivers who pick them up and take them where they need to go. It's a seamless, cash-free experience that is attracting thousands of new passengers and drivers every day.

#### Why should you become a ride sharing driver?

- You get paid anywhere from \$15 \$40/hour to drive your own car
- Make your own schedule! Work whenever you want, take days off whenever you want. The most flexible job you'll have
- It's a fun job passengers are grateful for the ride and you'll feel like you're a part of something new and exciting

#### Why start now?

- You can get hired and start making money within a week
- You can work part time or full time
- You don't need any special licensing or permits
- It is the ideal second job, "job between jobs," and a promising full-time job

In this guide, you'll learn how to become a ride sharing driver, and how to make more money than the average driver doing a job that requires nothing more than a smartphone and a car.

In this guide, you'll learn how to become a driver and how to make more money

# Top Tips Cheat Sheet: How to Get Hired Faster and Make More Money

Want to get right to the good stuff? Here's a cheat sheet that sums up my very best advice. I'll go into a lot more detail in the rest of the guide, so keep reading to get a whole lot more!

#### How to get hired faster

- Apply now. The longer you wait, the less likely you are to go through with it
- Have your information ready: Auto insurance card and vehicle registration card
- Complete any online documents required and take photos of yourself and your car asap. Don't delay!
- Ask for help the moment you get stuck:
  - Get help from Lyft: <a href="https://www.lyft.com/apply/help">https://www.lyft.com/apply/help</a>
  - Get help from Uber: <a href="https://support.uber.com/">https://support.uber.com/</a>
- Listen to Uber/Lyft support! They're there to help and they want you to get on the road as soon as possible

Do all of that, and you'll be on the road earning money as soon as possible!

#### How to make more money

- Drive smart Learn where passengers go, and when
- Follow the "best time to drive" guides that Uber and Lyft email to you
- Maximize your Uber Surge Pricing and Lyft Prime Time Tips earnings by driving for both apps at the best times
- Promote Hand out new passenger referral cards and refer your friends to drive: You can make \$5/new passenger and \$50+ for new drivers
- Track your expenses Lower your taxes by carefully tracking all driving expenses, get <u>lower rates on your auto insurance</u>
- Get social find other drivers on Facebook, twitter, and reddit and ask them for tips that work in your local market

## First Thing's First: Apply!

Wondering where you should start first? Apply! By starting the application process now, you're much more likely to get on the road sooner.

I've talked to lots of friends who say they want to drive for Uber and Lyft, but they delay the application process for so long that they never actually start driving! Once you begin the application process, Uber and Lyft reps will motivate you to complete the application process and help you if there are any problems along the way.

Remember – it costs almost nothing to apply. Your only up-front expense will be a vehicle inspection that costs \$20. You need to have personal auto insurance and you need to be insured to drive on a car. That's it! So why not apply now?

Click here to apply to drive for Uber!

Click here to apply to drive for Lyft!

And why not apply to drive for SideCar too!

(tell me how that goes!)

## My Story - How I Got Started With Uber and Lyft

Hi! My name is Doug, the creator of <u>RideSharingDriver.com</u>. Thank you for checking out my site and downloading this guide.

Back in the summer of 2013, way before phrases like "Let's take an Uber" became part of our everyday vocabulary, I was just learning about ride sharing apps like Lyft and Uber.

I heard that both Lyft and Uber were hiring new drivers in my area, and that I could make \$20+ per hour for driving my own car. My almost-full-time job was almost paying all of my bills, so a flexible side job that could give me an extra few hundred dollars each month fit perfectly into my life. My 2010 Mazda3 was the perfect car for



My Mazda sporting the Lyft mustache

How to Make a Living Driving For Uber and Lyft

Uber and Lyft, so I applied to drive for both hoping that I could make an extra \$500 each month.

Getting hired by Uber and Lyft wasn't too difficult, even if I did have to spend an extra week working my way through a few paperwork hangups with my auto insurance.

Lyft sent me my fuzzy pink mustache (Lyft doesn't use the grille 'stache anymore. I loved them. Lost of drivers and passengers didn't) and Uber sent me an iPhone. I started driving in my spare time.

It took me a few driving shifts to figure out where the customers were in my neighborhood and when they needed rides. Once I figured out where and when to find riders, I was able to make around \$20 - \$30 per hour.

I set out to make an extra \$500 each month, and I made \$1,000! I was hooked. The work was fun, pretty easy, and not very stressful at all.

Fast forward to today – I'm still driving for Uber and Lyft, but I'm also taking advantage of other opportunities to promote for both companies. After driving and promotions, I'll have earned \$20,000 from my first year as a ride sharing driver – working part-time!

I made \$20,000 in my first year. Part time!

# Should you drive for Uber, Lyft, or both? And what about SideCar?

Some ride sharing drivers are die-hard loyalists to one app, but the most successful drivers – the ones who are getting the best rides at the best times – try all of the apps and find the one that works best for them.

#### Here's why some drivers only drive for one app

- Both services are not available in every city
- Uber requires newer cars
- Some drivers have a strong preference for the "experience" provided by one app

#### Here's why you should drive for as many apps you can

- You can boost your pay by seeing when you can get a "prime time" or "surge pricing" rides. More on this strategy later
- Each app has similar requirements, so it's not a ton of extra work to apply to them all
- You're not obligated to drive a minimum number of hours, and you won't get deactivated for not driving
- It is not against Uber or Lyft policy to drive for other companies

#### What about sidecar?

Sidecar is another smartphone ride sharing app that is very similar to Uber and Lyft. It hasn't expanded to as many cities as Uber or Lyft, so you might not have SideCar service in your area.

I've heard good things about SideCar, but I haven't used it as either a driver or a passenger. Give it a try! I don't see why not. You can apply here.

#### How to Become an Uber Driver

Want to become an Uber driver? First, you'll need to know which Uber service you'll want to drive for.

UberX, UberXL, and UberPlus are all ride sharing services that accept regular cars and don't require any special licensing or permits.

UberBlack is a higher-end service that requires very specific types of luxury sedans and SUVs, and you'll need to be a licensed livery driver.

#### Uber Driver Requirements for UberX, XL, and Plus

- You must be at least 21 years old
- You must own a 4 door car that is year 2006 or newer
- You must have In-state insurance with your name on the policy
- Must have an in-state drivers license
- In-state plates with a current registration (commercial plates are acceptable as well)

That's it! If you think you meet those requirements, apply. Still not sure? Read more about each requirement below.

#### Where can you apply to drive?

Click here to apply to drive for Uber!

#### Where can you drive for Uber?

Uber is in most major cities and the US and many worldwide cities. Head to <a href="https://www.uber.com/cities">www.uber.com/cities</a> to see where you can drive.

#### "You must own a 4-door car that is year 2006 or newer"

The vehicle requirements for Uber are fairly straightforward and there is no room for flexibility. Is your car from 2005, or a 2-door coupe? Uber will reject your application.

What if your name isn't on the vehicle registration? For instance, your spouse's name is on the title, or you're still financing you vehicle, so the technically the loan holder owns the car. Can you drive?

As long as you are a named driver on the insurance policy covering the vehicle, you can use it to drive for Uber.

#### Uber requires a vehicle inspection (it costs \$20)

Before you start driving for Uber you'll need to have your car inspected by a mechanic. Most national chain shops (Midas, Jiffy Lube, etc) can do the inspection and Uber will provide you with a list of approved mechanics in your area.

The inspection covers basic mechanical and cosmetic issues that any newer car should be able to pass with ease. The only item on the list that many people regularly fail is the tire tread test and the brake pad depth test. If you haven't replaced your tires or brakes in awhile, you could be in for some big up-front expenses before you can get on the road. The good news is that you can write off the expenses.

Inspect these things yourself, and if they don't work properly, go to an auto parts store and try to fix them.

- Wipers
- Headlights
- Taillights
- Turn indicator (blinkers)
- Stop lights
- Horn
- Mirrors
- Seat belts

#### "In-state auto insurance with your name on the policy"

When people move to a new state, they typically don't think to change their auto insurance policy. That's fine for day-to-day driving, but Uber requires that you have an in-state auto insurance policy. If you're applying to drive in Los Angeles and you send Uber a photo of your auto insurance from Washington, you'll be rejected.

If you need auto insurance or you're looking to see if you can get a better rate, try Allstate. I've had a great experience with them.

#### "In-state driver license"

Similar to the in-state insurance rule, Uber requires that drivers have in-state driver licenses. If you've been living in a new state for more than a few months you should have done this by now. You haven't? Shame! Go do it. Spend the hour at the DMV and get it done so you can start driving for Uber.

#### "In-state plates with current registration"

Have up-to-date registration tags for the state you plan to drive in. How sketchy would it be if you called for an Uber and your driver had Alaska plates?

#### "Pass a background and driving record check"

After you apply, your Uber driver portal will include a link to a background check consent form. Fill out the form and submit it. Your background check will take a few days to complete.

#### The background check looks at:

- County courthouse records for every county of residence for the last 7 years
- Federal courthouse records going back 7 years
- The multi-state criminal database going back 7 years
- Motor Vehicle Records
- Social Security Trace
- National Sex Offender Registry

#### How do you pass the background check? What's the criteria?

#### Going back 7 years...

- No DUI, severe infractions, or drug-related driving violations
- No hit and run accidents
- No fatal accidents
- No history of reckless driving
- No violent crimes
- No sexual offenses
- No gun-related violations
- No resisting/evading arrest
- No driving without insurance or driving with suspended license in the last three
  years.

Note: California Uber drivers must not have a DUI in the last 10 years.

#### Other Documents You'll Have to Complete For Uber

#### **Banking information**

Uber will have you set up an account with a third-party service called <u>bill.com</u>. <u>bill.com</u> has you input your banking information – routing number, account number, and your personal info.

#### "Rasier Partner Agreement"

A legal document that requires you to acknowledge that Uber is a technology service, not a transportation provider. By signing the document as-is, you agree to resolve any disputes with Uber via arbitration.

Think of the Partner agreement as a terms of service. If you're worried about legal consequences, read it. If you're the type to scroll through a terms of service and sign on the dotted line, go ahead and do that.

#### **State-Specific Safety Documents**

Some states require that you read and complete a safety document. Usually it's basic safety training and an easy quiz.

# Missing documents will delay the application process!

#### W-9 Tax Form

A standard IRS tax form that tells Uber your tax information (social security number or EIN) so you can get paid.

#### Common problems that will delay the hiring process

If you have all of your information in order it should only take a few days to complete the entire application process, but getting everything in order isn't always easy. Here are some common hangups that can delay the process, and how to avoid them.

#### **Out-of-state insurance**

Uber won't allow you to start driving until you can send them proof of in-state insurance. Some people apply to drive before they buy their auto insurance and it takes days or weeks to get everything sorted out and sent to Uber. If you need auto insurance or if you're looking for a lower rate, try Allstate. I can recommend them.

#### **Out-of-state license**

Uber asks you to upload a photo of your driver license to the Uber driver portal. It can take weeks to get the DMV to send you an in-state license, so make sure to start the process with the DMV as soon as possible so it won't delay your Uber application.

#### Missing documents

Uber won't let you get on the road until you've completed all required documents. Your driver portal will tell you if any documents are missing.

#### Missing pictures

Make sure to upload all of the vehicle photos that Uber asks for. They're easy to take and Uber shows you which angles they want.

# What's it Like Driving for Uber?

#### Using the Uber app

Uber drivers and Uber passengers use two separate apps. After you get cleared to begin driving, you'll be sent a download link for the Uber Partners app.

#### What can you do in the Uber app while you're in driver mode?

You can wait for a ride and you can look around the app to see where Surge Pricing is enabled.

When you receive a ride request, you'll hear a chime and a new screen will pop up showing the the driver location and a "Accept Ride" button. After you hit the "Accept Ride" button you'll have the option to call the passenger or navigate to their location.

It's very easy to use and almost impossible to mess up, unless your phone connection is poor.

#### What about the Uber iPhone? You'll be charged for using it!

If you don't own your own smartphone, or if you prefer to use a phone dedicated to the Uber app, you can request an Uber IPhone. It comes pre-loaded with the Uber app, a maps app, and not much more. It has a special locked down operating system that doesn't allow you to add your own applications.

Oh, and Uber charges you \$10 each week to use it. That's not so bad if you don't already own your own phone, but if you do, It's usually better to use your own phone.

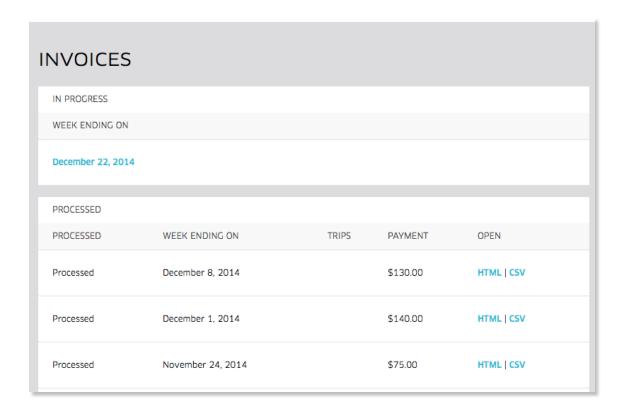
The online Uber driver portal: Your driver account

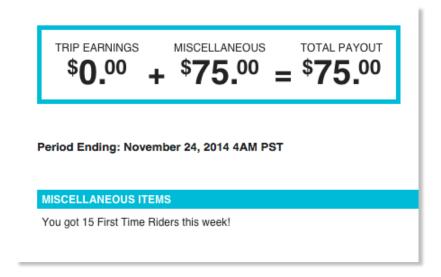
After you apply for Lyft you'll get access to the Lyft Driver Portal, which is the area of Lyft's website that allows you to see your pay history, adjust settings, and find resources.

#### Getting Paid - Invoices, direct deposits

Uber pays you weekly. Your Uber Partner account tracks a running invoice of the rides you give in a week, and at the end of the week you'll receive an email letting you know how much you'll be paid for the week.

The weekly pay period ends on Mondays at 4am, and Uber sends you a direct deposit on Thursday.





An Uber invoice. I didn't give any rides that week and I still got paid!

#### The 80/20 split - Uber takes 20% of all of your fares

Uber takes a 20% cut of every fare you receive. Your invoice will record all fees deducted from your fares and you'll be paid the after-fee (net) fares.

All Uber does is run the app, spread the word, and collect their 20%. Now you can see why they're a billion dollar company!

#### Surge Pricing - Automatic bonuses in peak hours

When passenger demand grows high, the Uber system enables "Surge Pricing," the occasionally controversial dynamic pricing system. Surge Pricing multiplies the cost of the ride, anywhere from 1.25x (+25%) to 8x. It's common to see 2x, 3x, or even 4x. The passenger must agree to pay the increased rate before they request the ride, so it's (arguably) ethical.

#### Promo codes: Get paid to promote the app

You will be issued an Uber promo code that new passengers can use to get a free ride credit. As of now, if a new Uber user downloads the app and inputs your promo code, they'll get \$20 off their first ride and you'll get a \$5 bonus in your weekly direct deposit.

You can also get a bonus if a driver you refer uses your promo code when they will out the Lyft application. When they get hired and complete 20 rides, you'll get a \$100 (or higher, sometimes) bonus.

#### Referring drivers from the portal

If you know of someone who wants to drive for Uber, use the driver referral feature in the portal to send them an invitation. If they accept your invitation, get hired and complete 20 rides, you'll get a bonus.

#### Your driver rating

Your passengers rate you on a scale of one to five stars, and if your rating drops too low you're at risk of being deactivated. Passengers can also flag your for specific offenses like safety violations or poor hygiene.

#### **Getting support**

You have two options to get support: Search the Help Center or send an Email. There is no phone support! The help center will answer 90% of your questions, but you'll need email support every now and then. Uber's response time is decent – sometimes they get back to you on same day, often they respond after a day, and in the worst cases it will take several days to get an answer.

I recommend the Uber driver subreddit over at <u>reddit.com/r/uberdrivers</u> if you're looking for a fast way to get help.

# How to Make More Money Driving For Uber

Once you complete the application process and begin driving for Uber, you'll want to know the best ways to make the most money from your time on the road (and off the road!).

# Were you offered a signing bonus? Meet the terms and earn your money!

Uber regularly runs signing bonus promotion that will pay you \$100 or more to become an Uber driver and complete 20 rides within a certain time period, usually 30 days.

I'm surprised by how many driver fail to meet the terms of the signing bonus. After you drive a few times and decide whether you like the job or not, you really should work hard to earn your signing bonus. \$100 for only 20 rides is like making \$5 extra for each ride you give!

#### Drive at peak hours to maximize Surge Pricing rides

Surge pricing can make or break your income. If you drive at the peak hours – hours when surge pricing is most likely – you'll earn way more than the average driver. If you drive at random hours of the day that don't really match up with passenger demand, your income will be low.

The reality is that you can't expect to drive Mondays and Tuesdays from Noon until 3pm and expect to make \$20+ per hour.

# Uber Surge Pricing is the extra bonus that can make this job pay you a real living

Drive the late-night bar hours, drive when events are getting out, and drive during rush hour. Surge pricing is the extra bonus that can make this job pay you a real living.

#### Promote! \$5 per new passenger and \$100 per new driver adds up!

You're missing out on one of the biggest earning opportunities with Uber if you're not distributing your driver promo code to new passengers.

Every time you give a ride to more than one person, hand out your referral cards or mention that the ride home will be free, or a lot cheaper, if they use your code.

If you can spare the time, promote at bars and big public events. Imagine referring 10 new passengers each week just from off-handed mentions of your promo code and some quick promoting in your free time. \$50 added to your check each week will make a difference.

The same goes for referring new drivers. Chances are, you'll be talking about your new job with Uber to friends and family, and some will be genuinely interested in trying it out. Don't be shy. Let your friend know that both of you will earn a signing bonus if they sign up for the app using your promo code.

#### **BIG MONEY!!**

#### Uber pays Lyft drivers \$500 to drive for Uber (Sometimes)

Occasionally, Uber offers a \$500 signing bonus to Lyft drivers who sign up for Uber and complete 20 rides. Uber is making venture capital money rain, but not all the time! Check back with Uber's site regularly to see if they're paying Lyft drivers to switch over to Uber.

I'll email you a heads up If I hear about the \$500 promotion for Lyft drivers.

# How to Become a Lyft Driver

#### **Lyft Driver Requirements**

- You must be at least 21 years old
- You must own a 4 door car that is year 2000 or newer
- You must have in-state insurance with your name on the policy
- Must have an in-state license, active for at least one year
- In-state plates with a current registration (commercial plates are acceptable as well)
- Clean driving record
- Pass background check

#### Where do you apply to become a driver?

Click here to apply to drive for Lyft!

#### Where can you drive for Lyft?

Lyft is in more than 60 cities in the US. Check out <a href="www.lyft.com/cities">www.lyft.com/cities</a> to see if you can drive in your area.

#### "You must own a 4 door car that is year 2000 or newer"

Do you own a 2-door coupe? You're out of luck. Does your car have those weird center-opening rear mini-doors that aren't quite a full door? Sorry, your car doesn't qualify. Built in 1999? That's a no-go.

Does your name have to be on the vehicle title, or does it have to be registered in your name? As long as you're a named driver on an insurance policy covering that vehicle, you qualify.

#### What condition does your car have to be in?

After you apply, you will schedule an appointment with a Lyft driver and they will inspect your car. They'll check to see that everything is in working order, and they'll check on the physical condition of the car. A few dings and scratches are fine, but any major mechanical or cosmetic issues will disqualify your car. Think things like broken tail lights, blinkers that don't blink, burnt out headlights, and cracked glass.

Oh – and clean your car before you meet with a Lyft driver! C'mon....show them that you care and they're much liker to give you a good review.

#### "You must have in-state insurance with your name on the policy"

This was something I learned after I became a Lyft driver: Car insurance is issued state-by-state because each state can have very different insurance regulations. Lyft asks that your car insurance policy is issued in the state where you're going to drive. So if you just moved to California from Arizona and your insurance policy originates in Arizona, you'll need to get it changed. Contact your instance company for more help.

If you need auto insurance or you're looking to see if you can get a better rate, try <u>Allstate</u>. I've had a great experience with them.

#### Must have an in-state license, active at least one year

California drivers need a California license, Texas drivers need a Texas license, etc. If you're new to the state, head to the DMV and get a new license. Yeah, it's a bit of a hassle, but it's totally worth it once you're on the road and earning money. And having the proper in-state license also comes in handy when you have to deal with anything government-related, including a stop with the police.

# In-state plates with a current registration (commercial plates are acceptable as well)

Get your car registered in-state, and make sure your tags are up to date! This might mean another DMV errand, but it's yet another good reason to have all of your car information in-order and in compliance.

It's not only about being hired by Lyft -- it's also about being current with the law. Getting pulled over sucks. The last thing you want in life is to get pulled over for expired tags. Ok, "Dad Moment" over.

#### "Clean driving record"

How clean does your record really have to be? You might not have the squeaky-cleanest driving record, but can you still be hired? Here's what Lyft looks at in the driving record check:

- Aged 21 or older, with an active U.S. driver's license for 1+ years
- Valid personal auto insurance that meets or exceeds state requirements
- No more than three moving violations in the past three years (e.g. accidents, traffic light violations)
- No major violations in the past three years (e.g. driving on a suspended license, reckless driving)
- No DUIs or other drug-related driving violations in the last seven years
- No extreme infractions in the last seven years (e.g. hit-and-run, felonies involving a vehicle)

#### "Pass a background check"

Lyft will ask you to consent to a background check that is administered by a third party. Here's what the background check looks at.

Within the past seven years:

- No violent crimes
- No sexual offenses
- No theft
- No property damage
- No felonies
- No drug related offenses

Lifetime screen against:

 Individuals registered on the National Sex Offender Registry and DOJ50-State Sex Offender Registry

(Source: Lyft.com/safety)

#### The Welcome Ride: Lyft's version of a vehicle inspection

The first ride you'll give as a Lyft driver is called your "Welcome Ride." You use the app to match up with a Mentor, (a current Lyft driver who has some special training) to have your car inspected.

Your Mentor will go through an in-app checklist to make sure your car is up to standard, then they'll have you give them a quick ride in your car to make sure you're a good driver.

Here's how you pass the welcome ride: Make sure your car is in good working order, and clean. Drive carefully and treat your Mentor with basic courtesy.

Special note: In California, your car must pass a mechanical inspection that is identical to the Uber inspection. Lyft will reimburse you for the \$20 expense.

#### Common problems that will delay the hiring process

#### **Out-of-state insurance**

Lyft won't allow you to start driving until you can send them proof of in-state insurance. Some people apply before they buy their auto insurance and it takes days or weeks to get everything sorted out and sent to Uber. If you need auto insurance or if you're looking to get a lower rate, give Allstate a try.

#### **Out-of-state license**

Lyft asks you to upload a photo of your driver license to the Lyft driver portal. It can take weeks to get the DMV to send you an in-state license, so make sure to start the process as soon as possible so it won't delay your Lyft application.

#### Failing or delaying the Welcome Ride

Failing the Welcome Ride, or forgetting the request the Welcome Ride, will delay you from getting started. If you didn't pass the welcome ride because of a problem with your car, you'll get a chance to fix the problem and re-take the Welcome Ride. If the mentor fails you because they didn't think you were a good driver or they found you unfriendly, your chances of re-taking the ride are very low.

# What's it Like Driving for Lyft?

#### Using the Lyft app

Unlike Uber, which has one app for drivers and one app for passengers, there is only one Lyft app.

To use the Lyft app as a driver, you open the app and tap the wheel icon in the upper right corner, or tap the upper left button and tap the "Drive" button.

#### What can you do in the Lyft app while you're in driver mode?

You can wait for a ride, and you can look around the app to see where Prime Tips are enabled. That's it!

When you receive a ride request, you'll hear a chime and a new screen will pop up showing the the passenger's location and an "Accept Ride" button. After you hit the "Accept Ride" button you'll have the option to call the passenger or navigate to their location.

Trust me - it's really easy to use and you'll get the hang of it after only a few rides.

Check out <u>my video</u> to see the app in action. The video shows you what it looks like to get a ride request.

#### Lyft drivers can get tipped in the app! Uber drivers can't

The option to tip is a big perk for Lyft drivers. At the end of the ride, passengers see the total cost of the ride and can hit a button to add a tip. Some of the more conversationally gifted drivers I know can casually bring up tipping in the conversation and educate their passengers on how to leave a tip. Most people already know that it's common to tip a cab driver and they'll want to tip you too. Let them know that it's possible in the app.

#### Prime Time Tips - Automatic tips in peak hours

When passenger demand grows high, the Lyft system automatically enables the "Prime Time Tips" system. A "Prime Time Tip" is an additional tip to the driver that is a multiple of the fare price added on top of the total fare. The passenger must agree to pay before they request the ride. 100% of the tip goes to the you.

Prime Time Tips are activated in busy zones that are displayed on the map as pink squares. The darker the pink square, the higher the prime time tip.

Here's an example: If prime time tips are activated at 50% and the passenger's fare is \$10, you'll automatically be given an extra \$5 Prime Time Tip.

# 100% of each prime time tip goes to you!

#### Promo codes: Get paid to promote the app

Every Lyft driver is issued a unique promo code that gives new passengers an incentive to download the app and input the code. Right now, if a new Lyft user downloads the app and inputs your promo code, they'll get \$10 off their first ride and you'll get a \$5 bonus in your next pay summary.

You can also get a bonus if a driver you refer uses your promo code when they will out the Lyft application. When they get hired and complete 20 rides, you'll get \$50.

#### Getting Paid - Daily and weekly driver summaries, direct deposits

Lyft will email you a daily driver summary the morning after each day that you drive. In the summary you'll see a full report on all of the rides you gave: distance, time, fare + tips, Lyft's 20% cut, and the total number of fares.

The daily driver summary is also where you'll see bonuses paid to you from new passenger referrals and new driver referrals.

On Tuesday of each week, you'll receive a weekly driver summary that adds up all of you daily earnings and reports your weekly earnings.

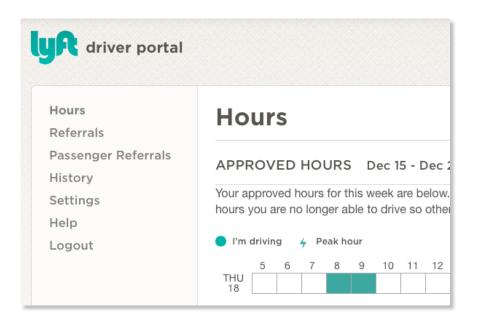
Lyft sends out a direct deposit payment to your account on Wednesday of each week. You'll set up your banking information during the application process.

#### The 80/20 split - Lyft takes 20% of all of your fares

Lyft takes a 20% cut of every fare you receive. Your daily and weekly driver summaries will record all fees deducted from your fares and you'll be paid the after-fee (net) fares.

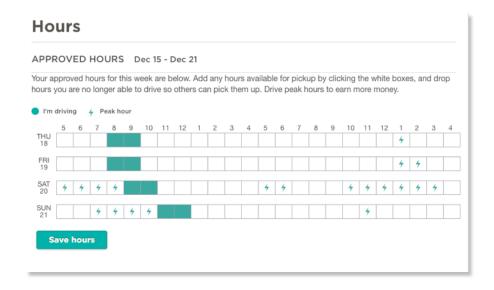
#### The online Lyft driver portal: Your driver account

After you apply for Lyft you'll get access to the Lyft Driver Portal, which is the area of Lyft's website that allows drivers to book hours, see their pay history, adjust settings, and find resources.



#### Reserving hours - Making your own schedule

You can schedule own hours with a point-and-click scheduling grid that allows you to pick and choose any shift you want. Most of the time Lyft will allow you to drive whenever you want, up to 10 hours a day. After that, Lyft forces you to log out and take a break.



If you find yourself with a free hour or two and you want to drive, you can hop into the scheduling system and log an hour, or you can sign into driver mode in the app without scheduling the hour. It's up to you.

#### Referring drivers from the portal (Big moneymaking opportunity!)

Know somebody who wants to drive for Lyft? Have them apply by clicking your referral link and both of you may be eligible for a bonus. The bonus is \$50, so it's definitely worth telling your friends!

#### Ride history and pay history

Lyft makes it really easy to see how much you've been paid in the past. Daily driving summaries are emailed to you, and they're archived in the driver portal online.

#### Your driver rating

Your passengers rate you on a scale of one to five stars, and if your rating drops too low you're at risk of being deactivated. Passengers can also flag your for specific offenses like safety violations or poor hygiene. You'll get an email from Lyft if your'e flagged because those are treated more seriously than a one or two-star rating. Pay attention to your ratings but don't freak out if you have a bad night or two. As long as you keep your car clean and treat your passengers well, your rating should be stable enough to keep you on the job.

#### New drivers get a "Welcome Kit" after

Shortly after being approved to start driving, Lyft will send you a free "Welcome Kit" that contains:

- Official Lyft emblem place this in the provided plastic sleeve on the lower-right corner of the inside of you windshield. It helps passengers to identify you, and some states require it by law!
- Phone mount For hands-free driving. Passengers (and the police) don't like it when you're holding your phone while you drive
- Cuddlestache a pink stuffed mustache that you can place on your dash. Passengers love to take photos with it!
- Getting started guide Contains tips, tricks, and advice on how to be the best driver you can be

#### **Getting support**

You have two options to get support: Search the Help Center or send an Email. There is an emergency telephone support line, but it is strictly reserved for accidents, safety concerns, or regulatory questions! The help center tons of articles has a search feature that works well, but you may need to email support at some point.

Lyft's response time is slow. You'll be lucky to get a response within three days if it's not an urgent issue. More urgent issues with passengers will get a faster response.

## How to Make More Money Driving For Lyft

The tricks you'll use to make more money driving for Lyft are similar to the tips I suggested for Uber, but there are a few Lyft features, like tipping, that you can only take advantage of as a Lyft drivers

#### Drive at peak hours to maximize "Prime Time Tips"

Prime Time Tips can make or break your income. If you drive at the peak hours – hours when surge pricing is most likely – you'll earn way more than the average driver. If you drive at random hours of the day that don't really match up with passenger demand, your income will be low.

The reality is that you can't expect to drive Mondays and Tuesdays from Noon until 3pm and expect to make \$20+ per hour.

Drive the late-night bar hours, drive when events are getting out, and drive during rush hour. Prime Time Tips are the extra bonus that can make this job pay you a real living.

#### Promote! \$5 per new passenger and \$100 per new driver adds up!

You're missing out on one of the biggest earning opportunities with Uber if you're not distributing your driver promo code to new passengers.

Every time you give a ride to more than one person, hand out your referral cards or mention that the ride home will be free, or a lot cheaper, if they use your code.

If you can spare the time, promote at bars and big public events. Imagine referring 10 new passengers each week just from off-handed mentions of your promo code and some quick promoting in your free time. \$50 added to your check each week will make a difference.

The same goes for referring new drivers. Chances are, you'll be talking about your new job with Lyft to friends and family, and some will be genuinely interested in trying it out. Don't be shy. Let your friend know that both of you will earn a signing bonus if they sign up for the app using your promo code.

You can't drive Mondays from Noon until 3pm and expect to make \$20+ per hour

#### Insurance, Taxes, Airports, etc.

#### Is ride sharing safe?

It's a commonly-held belief that driving a cab is a dangerous job. Anyone stranger can hail you down from the street and robbing cab drivers of cash used to be a common crime. Is it just as risky to be a ride sharing driver?

Driving for a ride sharing app is not the same as being a cab driver. You can't get hailed from the street because all rides are arranged through the app, and you're paid electronically so you won't be a good target for a criminal looking for a quick cash score. Anyone who requests a ride will have to have made an account with a name, email address, and credit card, so it would be foolish for them to try to commit a crime because their information can be instantly accessed.

But what about friends of your passenger? Yes, it's possible that a friend of your passenger can get unruly or even violent. But is it likely? Uber and Lyft are under a media microscope at all times, and I've yet to hear one story of a serious crime against a driver. If you're comfortable working with the public an any other service job, you should be comfortable in this job too.

#### What about auto insurance?

#### **Uber and Lyft provide insurance policies**

Both Uber and Lyft provide insurance policies that cover you and your passengers in the event of an accident. Both companies require that you have your own personal insurance policy and the company policy will only cover your costs if your own policy denies coverage.

Lyft's insurance policies are active when you're driving a passenger or when you're on the way to a passenger. Uber provides a policy that covers you when you're logged into the Uber app and waiting for passengers. Some states, like California, will soon require Uber and Lyft to cover you the moment you sign into the app, but it's an ongoing legal issue in every state.

Both policies provide \$1,000,000 of coverage. They cover you whether you're at fault or not, and whether the other driver is insured or not.

#### Collision coverage - high deductible

Uber and Lyft will also cover damages to your car ("collision coverage"), but the deductible is high.

Uber collision deductible: \$1,000Lyft collision deductible: \$2,500

#### You're covered! But...

The good news is that you're covered, but the not-so-good news is that your personal insurance policy might drop you if they find out the accident happened while you were driving for Uber and Lyft

#### Your personal insurance policy

Most personal auto insurance providers consider ride sharing a commercial service. Your insurance provider can cancel your policy at any time if they discover that you're driving for Uber or Lyft.

If you get in a minor accident with no injuries involved, your best bet is to use your personal insurance policy to cover the damages because the deductible will be much lower than the Uber/Lyft deductive. However, your provider might deny coverage if you tell them you were driving for Uber or Lyft when the accident occurred.

#### **Need Auto Insurance? Want a Lower Rate?**

You need personal auto insurance if you want to become a ride sharing driver! If you need insurance or if you're looking for a lower rate, get a quote from Allstate

Get a free insurance quote from Allstate

# Should you tell your auto insurance company that you're a ride sharing driver?

It's up to you whether you decide to tell your provider that you're a ride sharing driver. Most drivers don't tell their insurance providers, but you might decide that it's not worth the chance of being denied coverage in case of an accident.

#### Taxes!

#### How do taxes work when you're a ride sharing driver?

When you work for Uber and Lyft as a ride sharing driver, you're considered a self-employed independent contractor. If you make more than \$600 in a year from Uber and Lyft, the companies will send you a 1099 tax form, the self employment earnings form. Both you and the IRS will receive the 1099 from Uber and Lyft, so don't think that you can hide your ride sharing income from the IRS!

It is your responsibility to include all of the income that you earn from Uber and Lyft on your yearly income taxes. Expect to pay roughly 15% - 25% of your ride sharing income in taxes

#### What expenses can you write off of your taxes?

#### **Important! Must-Read!**

Only a licensed tax professional can tell you with certainty what you can and can not write off of your taxes. Be cautious, and consult with a tax professional if you want to be sure that you're doing your taxes correctly.

That said, ride sharing drivers regularly write off expenses from:

- Fuel
- Miles travelled
- Auto insurance (prorated)
- Cellular phone (prorated)
- Bottled water/snacks
- Interest paid on a vehicle loan

#### Can you pick up passengers at airports?

Most airports have special relationships with transportation drivers that require each driver to apply for permits and pay a fee to pick up passengers. Most airports don't make permits available to ride sharing drivers, and at many major airports, you can be ticketed for dropping off or picking up a passenger. Most drivers don't want to risk ticketing and they don't want to go through the steps to get a permit, so they don't accept airport ride requests. The best thing to do is to call the passenger to arrange a nearby location for pickup and drop off.

### Is Ride Sharing a Good Job? Should You do it?

I've explained how to get hired and how to make more money as a driver, but I haven't answered one of the most important questions about driving for Uber and Lyft: Is it a good job? Would I recommend it to a friend?

After driving for Lyft and Uber for a year, I've experienced late nights, pricing cuts, the occasional rude customer, and a decent-sized tax bill. But I can still say with confidence that it's a good job that I would recommend to anyone who has access to a car.

Why is it a a good job? Because it's the most flexible job you can get, and if you drive smart, you'll make \$15+ per hour.

No other jobs paying \$15 - \$30 per hour give you the kind of flexibility you get as a ride sharing driver. Start when you want, end when you want, take vacations when you want. You have no boss to answer to and no office to commute to.

And you spend time around people, real people. It's easy to get lonely when all you do is shuffle between work and home, but when you go out for a night of Lyfting or Ubering, you're sure to meet some interesting people.

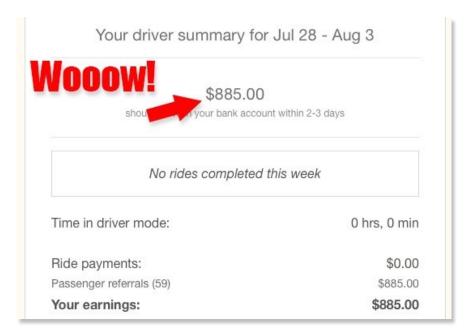
It's a great job, and I recommend it to anyone who has access to a car. You should do it!

No other jobs paying \$15 - \$30/hour give you the kind of flexibility you get as a ride sharing driver

## **Super Secret Bonus:**

#### **Online Promotions Can Be Killer**

Here it is. My deepest, darkest ride sharing secret that I haven't told to any other Lyft or Uber driver: I raked in over \$10,000 in one year by publishing my Lyft and Uber promo codes on the internet. I didn't do a ton of work to earn the money, and I'm very proud of that! Check out a weekly summary from one of my strongest weeks:



59 passenger referrals in one week! Zero hours on the road! Yeah, this really happened. It felt like a dream.

#### My Story: Online Promotions Doubled My Income

A few months into my gig as a Lyft and Uber driver, I discovered something huge: By publishing my Lyft and Uber promo codes online, I could increase my earnings each week by hundreds of dollars.

Yes, HUNDREDS of dollars each week. It felt like stumbling on an open gold mine that everyone else was passing right by!

Back in those days, Lyft was paying drivers \$10 for each new passenger we could bring to the app with our promo codes. (Today the payout is \$5 per new passenger). Here's how it works: Give a new passenger your promo code, and if they create an account and request a ride, you get \$10.

When you're handing your promo code cards out at a bar, you might only be able to get one out ever every hundred people to download the app and input your code. 1/100! That's a lot of work for not a ton of results. Promoting in person is a major time commitment and you usually won't have time to promote very much while you're out driving. If you want in-person promoting to work, you'll need to dedicate a few hours to it and you'll need to be the type of people-person who can talk to anyone on the street and get them to listen to your pitch.

But when you publish your promo codes online where they can be seen by hundreds or thousands of people a day, you can get dozens of new passengers to sign up each day with very little work. No pavement pounding, no hours of handing out cards in big public places. Whenever I got a weekly summary with \$500+ from bonuses alone, I felt like an evil genius.

You can do it too! Make a blog (<u>wordpress.com</u>, weebly, tumblr) and spread your code! Other drivers are promoting their codes online too, so the best way for you to compete is to write great content that draws readers and asks them to act!

#### What's Next?

Thank you for reading my guide. I hope that the advice inside this guide helps you land the ride sharing job you want, and I hope that you can make as much money as you want and need.

So what's next? Get started! Apply to drive, complete all of the steps, and start driving!

And don't forget to promote! Remember, I made over \$10,000 promoting for Lyft and I hardly lifted a finger doing it.

If you haven't applied yet, apply now!

Click here to apply to drive for Uber!

Click here to apply to drive for Lyft!

Apply to drive for SideCar!