FREIGHT BROKER WORKSHOP
OVERVIEW OF COURSE:

1. What is the difference between a Freight Broker and a Freight Broker Agent?
2. What are the requirements to become a Freight Broker?
3. What is requirements to become a Freight Broker Agent.
4. What steps do I need to take if I wish to be a Freight Broker?
5. How to broker a load from start to finish.
6. Setting up your company name and corporation.
7. Getting your Broker Authority and why?
8. Getting your Broker Bond and why?
9. Getting a Process Agent and why?
10. Why do Shippers utilize Freight Brokers?
11. Why is my earning potential?
12. What does it take to open a Freight Brokerage business?
13. How to develop relationships with Shippers.
14. How to develop relationships with Carriers.
15. How to negotiate pricing of a load/freight being moved from terminal to terminal.
16. How to qualify a Shippers.
17. What are load boards and what are they used for?
18. How to use load boards and posting software.
19. The do's and do nots of brokering a load.
20. How to build a database of Shippers and Carriers.
21. How to qualify a Carrier to haul the freight.
22. How to build profiles on Shippers and Carriers.
23. Documents that are needed to be signed to secure freight being moved.
24. What are some of the personality traits in this industry?
25. Going over Shippers and Carriers situations when moving a load.
26. Dealing with Consignee and docking situations.
27. Verifying the Carrier Insurance.
28. Verifying the Carrier Motor Carrier Number.
29. Verifying documents that are needed to be signed, dated and initialed.
30. What is the difference between a Shipper and a Carrier rate confirmation sheet.
31. Carriers pickup and delivery procedures.
32. What is a Factoring Company?
33. What is R.P.M. and why is important or is it?
34. What is a Broker Package?
35. What is a Carrier Package?
36. What are the different trailers use for?
37. Other ways to make business in this industry and so much more!