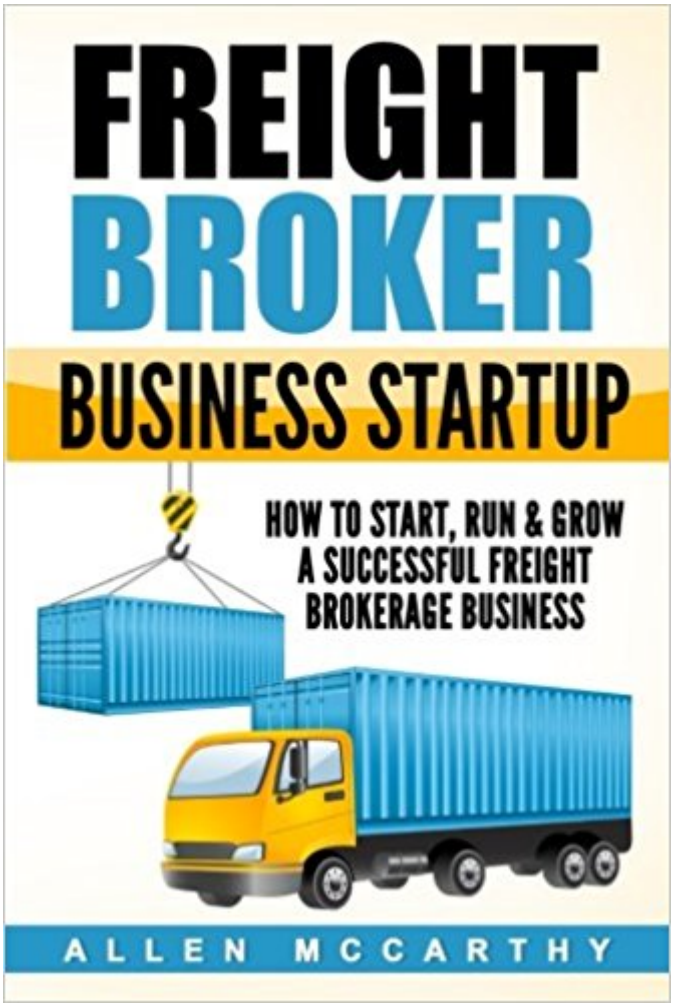
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Freight Broker Business Startup: How To Start, Run & Grow A Successful Freight Brokerage Business



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Synopsis

Freight Broker Business StartupHow to Start, Run & Grow a Successful Freight Brokerage BusinessYou may already know this, but in case you didnÃ¢â ¬â„¢t, here are some facts about why freight brokerage business is growing and why it is so lucrative to get in to.Since 2012, Freight brokerage industry has been seeing a steady 6-12% growth every yearThe ongoing economic recovery is bringing an increase in demand for trucking servicesThe massive growth of companies like , eBay, and others are contributing directly to freight brokerage businessAccording to ATA (American Trucking Association) by 2022 overall revenue in the trucking industry will increase by 66%!ATA also predicts that the by 2022 the cargo weight they carry will grow by 24%Increase use of LTL (Less Than Truckload) which can only be accessed by a licensed freight brokerIf these facts sold you on the idea to at least find out more, then read on and letÃ¢â ¬â„¢s talk about whatÃ¢â ¬â„¢s in this book.In This Book You Will Learn:What is a Freight BrokerDifference between Freight Broker & Freight Forwarder10 Reasons why You Should become a Freight BrokerHow the Industry WorksTrucking Industry PlayersA day in life of a Freight Broker8 Essential Traits of a Freight BrokerHow to actually Become a Freight BrokerHow Much can You MakeHow Freight Broker Business Makes MoneyHow to start a Freight brokerage business step by stepHow to write a Business Plan (A full plan is included)What are all the required Forms, permits and licensesWhat are the legal requirementsWhat are the bond and insurance requirementsEstimated Startup CostMarketing and Resources5 Practical Ways to Find New Clients5 Effective Networking Tools and Tricks6 ways to engage clients Online7 Things Clients look at in a freight Broker11 Must Follow Tips to running a profitable businessLinks to all Forms and applicationsWelcome to the wonderful world of Freight Brokerage Business, get started right from your home, and then grow that business slowly.Ã Â Remember waiting one more day means you are falling behind at least 10 more new competitors that joined yesterday.

Book Information

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Customer Reviews

Ã¢â ¬Å“This is truly a complete guide on how to be a Freight Broker, when I first read this manuscript, I realized, he packed a lot of research and information in it. He worked hard on these books and it shows. I wish him same great success as he enjoyed while he was in the freight business.Ã¢â ¬Â• Ã¢â ¬â œ Roger. CIn 1995, three years after graduating high school and enrolled in MGCCC (Mississippi Gulf Coast Community College) to study business, but after two semesters, I lost my motivation and drive to finish school. Around that time I got a job at a mid-size freight brokerage company in New Orleans as a data entry clerk. I was getting paid $7.50 an hour and had a desk and a chair, much better than doing landscaping work that I did for two long years. Once I started, I started liking the industry and started learning the ropes. By 2001, I had two promotions, and I was working as an associate broker, dealing mostly with clients in the mid-west regions. Fast forward two more years, I was transferred to their new business wing of freight forwarding division as the lead manager. In just 18 months I shaped their freight forwarding company and took it to a new level where the revenue increase was 217% over previous two years. By then I knew this was what I was meant to do, and around the end of 2008, I gave my notice and left my job right before Christmas. In March of 2009, I opened up my own freight brokerage and forwarding company. Since I knew both ends of this business, I knew having both wings I can entertain a large client base. Lo behold, in June of 2014, I got an offer from a large logistics brokerage company that showed interest in buying my business, it was an offer I just could not refuse, we closed the deal in just three months. The only drawback to the deal was where I had to sign a non-compete agreement with them, which meant I could not open, operate or work for any other freight brokerage or logistics related company for next five years. But the agreement never said I couldn’t write a book about it. So here I am.

Starting a business such as a freight brokerage business takes a lot of know how’s, this book helps to guide you towards the right track for sure as it is packed with lots of valuable information. But remember you do have to do some learning and applying for various licenses, I won’t say that this is all you need to be successful in this business but it is fair to say that this book will you get you started.The reason I am interested in this line of business is the growth of this industry, it is booming

as the global trade is at its highest peak right now. So I know there are money to be made in this business, and I mean serious money. I have read two more books on this topic but found this one to be more to the point and a good resource to get started on the right foot. I do recommended this book to anyone looking into freight brokerage business.

I purchased the kindle version. The book offered a lot of insight to a number of aspects in this trade. The kindle version often repeated segments of the previous page for some reason making it a little frustrating reading it.

Good read. Everyone that is looking to get a Frieght Broker business started, need to read this book. Very good read..

I tried another book on how to be a freight broker ÃƒÂ¢Ã â ¬Ã â but didn't find it to be that helpful, seeing this one on a free promotion, I figured I don't have much to lose other than some time, so I downloaded it. After reading a few chapters I realized the author knows what he is talking about, it is truly a step by step process and can be done if you are focused. He talks about how to get it started from home, I checked into it and it is true, that this business can be done from home as long as you obtain certain licenses as he outlined in this book, over all a good source for some valuable information.

Well written and informative. This not a jargon loaded book, complex issues are articulated in a way that everyone can understand. I f you are interested in the freight industry this book is it.

I have been out of the industry for several years. Read this book as a review before I start up again. Very much on target. Very easy read.

Very helpful and would recommend this book in a heart beat.You can also have the option to email McCarthy .

Don't get scammed with this book

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