



Services That Make You A Professional Logistics Service Provider?

Understanding what you are will depict the services you provide. (You are a person who helps trucking company's grow) If you don't work at moving yourself forward, then you will never get anywhere to begin with. Knowledge is the key to understanding the skills you need to have and the right services you can offer to the public. (Folks.. This is what we do !)

How do you describe yourself to a Trucking Company?

I am a freight Broker who works within Trucking Company Development. My Job is to help you grow within freight consistency and compliance.

Your Services That Will Help A Trucking Company Grow:

- Freight Brokering (Bringing The Trucking Company Direct)
- Dispatch (Establishing a complete dispatch System for Trucking Company)
- Funding (Helping The Trucking Company get paid Faster. Handling detention and claims)
- Load Documents (Building A TMS System for The Trucking Company)
- Driver Retention (Helping the Trucking Company Find Great Drivers)
- Compliance (Ensuring the trucking company is always compliant within the FMCSA guidelines)
- Freight Opportunity's (You're Always Working with A Freight Research Mode Attitude. This creates consistent lanes and opportunity for equipment growth)

How To Grow Your Service Skills?

- Start Contacting Brokers for learning Freight Opportunities. Learn The Language Of Brokers. Learn Where The Freight Is!
- Begin to Speak with Trucking Companies to Learn what they need.
- Learn Ascend TMS Software by [Inmotion Global](#)
- Study FMCSA Website and Watch Compliance Videos In LFS Training Portal.
- Reach Out To factoring Companies And Get To Know Their Process.
- Get Access To Load Boards and Master Them!
- Read [Freight Waves](#) And [Transport Topics](#)

How To Market Your Services?

- Website Landing Page (I prefer [WIX](#))
- Business Card
- Social Media (Facebook, LinkedIn, Indeed)
- Learn SEO and Do It ! ([10 Free Online SEO Courses](#))
- [6 best Places To Market Yourself](#)



How To Charge For My Logistics Services?

Charging for your services should be done thru your freight loads. Actions speak louder than words! Create a complete package that will make the Trucking Company comfortable and include your services as “The right way of doing business”

What Business Am I Representing With My Services?

You are representing yourself. Always remember that **YOU** is the one moving the freight and **YOU** are the one who is accountable. Regardless if you are with a Broker Firm, always represent yourself as “A Professional Logistics Service Provider”

It takes time to become proficient with your services. Start today and apply yourself to be successful!