

How To Start A Freight Brokerage Business

Quick Start Checklist

- Obtain information and do your own research and self assessment to be sure you understand the business and that you really want to proceed.
- Get specific training through on-line courses and books and consider if you will attend an onsite training program or not, and proceed accordingly.
- Decide on a location for your office (in your home, or commercial space).
- Review regulatory requirements and hiring criteria and make sure you qualify.
- Decide on and choose your company name .
- Choose a legal entity (LLC, Sole Proprietor, Corporation, etc.)
- Apply for and obtain tax id numbers as applicable.
- Research and obtain any city/county/local business license as applicable.
- Have adequate funding and plans in place (cash on hand and or establish a relationship with a reputable factoring company)
- Consult with a bond company and obtain a surety bond.
- Apply for and obtain your authority.
- Select and designate a process agent.
- Register your business name by completing the Unified Carrier Registration (UCR).
- Obtain any subscription services you need (load boards etc.).
- Set up bookkeeping system and consider and address all relevant issues.
- Select, obtain and become familiar with dispatch software applicable to a freight brokerage. (if applicable at this stage)
- Set up your office including high speed reliable Internet and a good phone system along with all other necessary items.
- Develop your business strategies and plans – how to get freight, find carriers, set rates, handle negotiations, handle all required and necessary paperwork, file and maintain paperwork, etc.
- Establish business bank accounts (business checking and savings) and plan for taxes and expenses and set those funds aside.
- Confirm your authority is active and all regulatory requirements have been fully met, verify all other tools and resources are in place.
- Begin operations and start moving freight.
- Get continuing education, training and support – take classes, read books, join relevant groups and find and establish a relationship with a consultant and coach with specialized trucking and freight brokerage business knowledge.



Compared to many other businesses a Freight Brokerage Business has a relatively low start up funding requirement, and initial training time doesn't take long, yet the profit potential is huge!

The key to your success is specialized information, training and knowledge combined with your drive and determination to succeed. Additional information training and support as well as free access to our growing Facebook group and many other resources are available to you at www.ldsewell.com