



MAKING THE LEAP

HOW TO BECOME an INDEPENDENT FREIGHT AGENT

START WITH A FEW SMALL STEPS

For internal account managers, leaving your job to become an independent agent can feel like a big jump. But, even the largest leaps start with a few small steps:



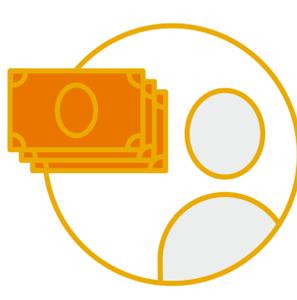
BUILD YOUR NETWORK

Create and maintain industry relationships that can help you advance your career later.



DO YOUR RESEARCH

Review your employment agreement, checking for non-compete clauses.



FIND A BROKERAGE

Select a brokerage to help serve the needs of your clients.



SUBMIT YOUR RESIGNATION

Formally break ties with your current employer. Don't do any independent work using an employer's time or equipment.



ESTABLISH YOUR COMPANY

Set up your new business as a legal entity, obtain all necessary licenses and certificates.



BUILD YOUR BUSINESS

Attract clients and close deals within your network.

THE MOVE TO INDEPENDENCE

Internal account managers and logistics coordinators that are currently working as in-house employees can enjoy impressive benefits when they make the move to independence.



MORE MONEY

Independent freight agents often make double or even triple what their employed, in-house counterparts make.



COMFORTING STABILITY

Many of the companies that employ internal account managers are unstable. They have high turnover, reassign accounts, and rob you of the fruits of your hard work.



IMPRESSIVE INTEGRITY

Employed logistics coordinators often aren't treated fairly and are severely underpaid for all their hard work.

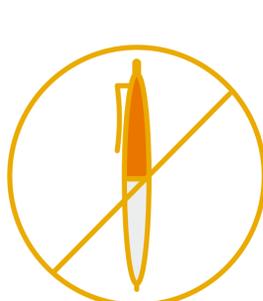
ENCOURAGE SUCCESS

Want a soft landing after making the jump? Be sure to select a brokerage that will encourage your success instead of working against you. Credible brokerages consistently demonstrate several key attributes.



COMMISSION SPLIT

Great brokerages aren't greedy in the way they divide revenues.



NO NON-COMPETE

A credible broker won't make you sign a non-compete agreement, leaving you the freedom to grow your business.



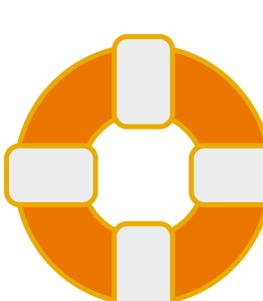
PROTECT YOUR BUSINESS

Find a broker that will guarantee in writing that they will not steal your clients.



NO IN-HOUSE SALES OR BROKERAGE

Partner with a brokerage that doesn't compete with you for new business, with no in-house sales teams or internal brokerage.



BACK OFFICE SUPPORT

Great brokerages reduce overhead expense for their agents' businesses by providing administrative support and operating capital.

MAKING THE JUMP FROM EMPLOYMENT ISN'T AS SCARY AS YOU MIGHT THINK.

If you love the transportation industry and you're interested in becoming your own boss, make one small step and contact Freight Tec today.