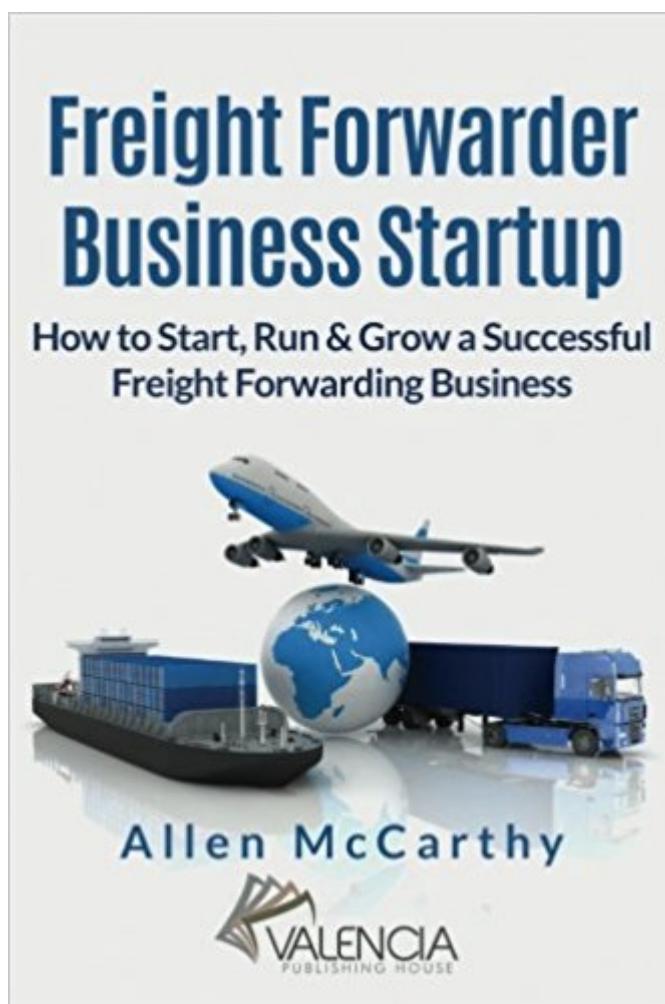


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# **Freight Forwarder Business Startup: How To Start, Run & Grow A Successful Freight Forwarding Business**



## Synopsis

Freight Forwarder Business StartupHow to Start, Run & Grow a Successful Freight Forwarding BusinessThe global freight forwarding market has been seeing a steady growth of around 5% for last four years in a row now. This trend is expected to continue and grow bigger. With all the new trade deals like TPP (Trans-Pacific Partnership), TAP (Trans-Atlantic Partnership) and many other similar trade deals between countries are bringing the whole world into one marketplace. According to Transportation Intelligence, a leading logistics research firm, in 2013 the freight forwarding industry was at 129 Billion, but as of today, it has grown by another 16-20 billion more. This is an industry that in my opinion still in its infancy, with TPP, TAP and many other global trade agreements, the need for such services will grow higher every year. Another rapid growth I see in this business is from all the FBA(Fulfilled By ) business owners, most of who buy their merchandise from China. Now never accepts merchandise directly from a foreign country, so each and every piece of merchandise has to come through a freight forwarder/broker. This way the merchandise can get relabeled and shipped to various warehouses. In This Book You Will Learn:What is a Freight ForwarderWhat Is Freight Forwarding BusinessTypes of Freight ForwardersSteps To Becoming A Freight ForwarderHow to get startedHow and Where to Get TrainedWhat Courses You Should TakeHow To Setup Your BusinessLegal FactorsFreight Forwarder LicensesSteps to FMCSA RegistrationInsurance RequirementsRunning a Freight Forwarding BusinessTrading Condition and Limiting LiabilityHow To Promote & Grow Your BusinessThe Elements of Price QuoteLinks to all forms and applicationsBut one word of caution, please don't think reading this book will be enough to get started as a freight forwarder, it takes some training either on the job (like I did) or formal school or online training to get started in this business. In this book, I shared some of the resources that are available for you to get started. If you are thinking about getting into this business, trust me when I say this, there is not a better time than now to get started. Do your research, get educated, get started. Good luck!

## Book Information

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## Customer Reviews

In 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.

There is a lot of "you should check this website to see what to do" type of statements in this book. I did learn a few things and the book pointed me in the right direction. However, if you are new to freight forwarding, there is a huge lack of info that you'll need to know. I'm mostly interested in how to sign up with the right agencies. What's up with all the misspelled words?

I majored in economics as an undergrad and with the theoretical foundation, I was never given a granular view of how the economy actually worked at a granular level. This book explain the workings of a critical part of the world economy that is often overlooked at a firm wide level. It is also

an how to manual that does not insult ones intelligence and does not degenerate into the of 'get rich quick' rag that is too commonly made available. we are usually taught that world trade happens, but usually we do not see the work(s) that actually make it happens. The author speaks to the audience as if he is having a conversation with an intelligent friend that may not have the technical background for which these kinds of books are usually written. Clear, concise, the best book on topic so far.

I downloaded this book on a free promotion so I didn't expected too much. I have to say that I am greatly impressed with it so far. There is not much information available in internet about this business or, at least, there is nothing as useful and honest as the contents of the ebook.

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