



# 10 Steps to Owning Your Own Trucking: Freight Broker/Agent Business

*Mrs Alicia Griffin, Ms Carol Ransom*

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Welcome to the one of the nation's largest growing careers in the transportation industry. The transportation industry presently accounts for over five million persons employed in logistics. Positions include truck drivers, mechanics – and one of the most profitable career choices is as a transportation broker/agent. We have designed this book to provide you with some basic knowledge for your new career choice, exciting job descriptions of the broker and agent, and a general overview of the transportation industry. The transportation brokerage industry has experienced exponential growth over the past thirty years. Many shippers face the challenge of seeking opportunities to establish relationships with reliable freighters. It is the goal of both the shipper and carrier to work hard to get freight moved. Being able to solve the problem and get reliable and consistent transportation in the marketplace is the goal of all in the freight and transportation business.

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