FREIGHT BROKER 911
EMPLOYMENT & TRAINING

WEEKLY STEPS TO SUCCESS · WEDNESDAY EDITION

This Week: How To Acquire Customers

For Virtual Freight Partners (VFP) and Trainees. Your job is simple: give Shippers | Customers **FREE** access to your Branded Operation Website, then help them ship. Follow these four steps every week.

STEP 1 — Give Shippers FREE Access to Your Branded Operation Website

- Your Branded Operation Website is your storefront. Example: **https://freightpricing.ai/sarahjohnson**
- Share your website link with every shipper you talk to — by phone, email, text and social media.
- Once you give them FREE access, they have **instant access to over 38,000 vetted carriers** ready to pick up, move and deliver their shipments.
- Action this week: make a list of 10 local shippers (manufacturers, distributors, warehouses) and send each one your website link.

STEP 2 — Set Them Up on "Ship Now Pay Later" Line of Credit

- After you give a shipper FREE access to your website, set them up on the **Ship Now Pay Later** line of credit.
- Open Ship Now Pay Later from your CRM and complete the application with the customer.
- Credit terms make it easier for the customer to start shipping with you right away.
- Action this week: offer Ship Now Pay Later to every shipper who accepts your website access.

STEP 3 — Let Customers Quote, Book, Dispatch and Track Their Own Shipments

- Your Branded Operation Website lets shippers **Quote, Book, Dispatch and Track** their own shipments.
- You sit back, monitor and assist — answer questions, check status and keep the customer happy.
- Walk each new customer through their first quote so they feel confident using the platform.
- Action this week: book a 15-minute walkthrough with each new customer.

STEP 4 — Learn and Master Your Freight Pricing AI System and Platform

- You really need to take the time to learn and master your **Freight Pricing AI** system and platform.
- Complete your training modules and practice quoting real lanes until you know the platform inside out.
- Join the live Virtual Freight Partners (VFP) Training | Q&A sessions with our freight broker.
- Remember: if you do not learn, you will not earn. Learning is the key.

Your Weekly Checklist

☐ Sent my website link to 10 shippers
☐ Offered Ship Now Pay Later to every new customer
☐ Walked new customers through their first quote
☐ Completed training and practiced on Freight Pricing AI