



GPS Fleet Tracking and Fuel Management

Vehicle GPS Tracking – Only \$10.99 Vehicle/Month. No Contract!

Asset Trackers – Just \$6.99 a Month! No Contract Required!

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11 Secret Tips For Freight Brokers To Generate More Leads

1. Always keep a Notebook in your car to write down the names of the companies you notice on the road.
2. Asks your friends and family members where they work and take advantage of your inside man in that company, in case they need shipping.
3. It is always an advantage to pick an industry that you are familiar with. When you feel more comfortable you have better chances for success.
4. Think in advance and research the locations of your current loads and find companies in that area that have loads for moving. These companies will get a better rate if you already shipping in the nearest area.
5. Be remarkable, build a relationship with your clients and remind them why you are special and ask to recommend you.
6. Check your Customers' credit reference sheets to find new leads. Use that info and mention that you were referred to them by the customer.
7. Visit United States Department of Agriculture (USDA) at MarketNews.usda.gov provides great information that every freight broker can use. Note: Every Wednesday you are getting updated freight information.
8. Find the Places where the current loads are picked up or dropped off and call them. Beside the fact they tell you that don't have loads that need to be moved you need to be persistent. For sure you will find that they have loads that need to be moved.
9. Use producemarketguide.com to get updated information on produce.
10. Use careersinfood.com to get food manufacturing information.
11. Use manta.com to get Companies e-mail contacts or in-depth information