

Are You Ready to Take Your First Call?

If you can answer YES to 18 of these 20, you're ready.

- I can explain what a dispatcher does in one sentence
- I know the difference between a broker, carrier, and dispatcher
- I can find a load on at least one load board
- I know how to read a rate confirmation
- I can calculate rate per mile in my head
- I know what detention pay is and how to request it
- I have a Dispatcher–Carrier Agreement ready to send
- I have an LOA ready to send
- I have a carrier intake form ready
- I have my outreach scripts memorized (or printed next to me)
- I know my pricing and can quote it without flinching
- I have a business phone line separate from personal
- I have a business email on my own domain
- I have an LLC and EIN
- I have a system to track every load (CRM or spreadsheet)
- I know my top 3 target lanes
- I can list 5 reasons a carrier should hire ME
- I have answers to the top 5 objections
- I have a weekly invoicing template
- I am okay hearing 'no' 20 times to get 1 'yes'