

ROADMAP TO EXPANDING YOUR BUSINESS

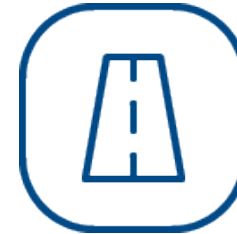
Get in the Driver's Seat

- Submit application at driveroadrunnerltl.com
- A recruiter will reach out to you learn more about you and discuss partnering with Roadrunner Freight
- If needed, your recruiter will work with you to submit a credit application for lease purchase options
- Once approved, you will be scheduled to attend Driver Orientation by your recruiter



Learn about Roadrunner Freight

- You will attend our two day Driver Orientation at our Dallas or Milwaukee terminal or complete it online
- You'll learn all about our company's history, present and future, as well as valuable tips and information to get you started on a successful journey



Get your business running

- Once Orientation is complete, you will work directly with your Fleet Coordinator to choose your first load
- You will be communicating with your Fleet Coordinator on a daily basis to plan your routes and loads
- In addition, you will have an ICC as your one stop shop for safety, contractual, compliance, settlement and business items



Prepare for Driver Orientation

- Your recruiter will work with you to gather all necessary Orientation Documents
- Once determined that you want to move forward, you will speak with a Fleet Coordinator about the Roadrunner Freight network and operations



Meet the team

- After completing orientation, your Fleet Coordinator and IC Coordinator (ICC) will call you to introduce themselves
- Your Fleet Coordinator will serve as your operations contact
- They will review available loads, offer options for you to pick, and communicate with the Linehaul team, therefore reducing the number of people you need to work with



Receive settlement

- As your first settlement comes in, your ICC will explain your settlement statement
- This will help you understand the money that is coming in and going toward deductions

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Understand the network

- When working with a Fleet Coordinator, they will act as your business partner to keep you moving, assist with booking loads, explaining the network and explaining how operations run
- Your ICC will be focused on helping you understand the contract and other aspects of your business



Express interest in business growth

- If you're looking to grow your business, this is the time you may start having conversations with your Fleet Coordinator about becoming a fleet owner
- You can ask about possible opportunities for a fleet driver (available lanes, settlement expectations, etc.)



Get your fleet moving

- Your fleet driver will attend one day of Driver Orientation
- This driver is your employee, and our business relationship remains with you, the Fleet Owner
- You will continue to work with your Fleet Coordinator to dispatch your drivers with loads of your choosing



Build a successful partnership

- Your Fleet Coordinator will provide updates about the network and communicate any new opportunities
- Your IC Coordinator will ensure you're compliant by reminding you of upcoming expirations of credentials



Develop a business plan

- The Operations team and Recruiting team will work with you and walk you through this process and develop a business plan
- Recruit a driver that meets your business model requirements
- Have the driver fill out the application and get processed through Recruiting



Repeat to grow your fleet!

- Repeat these steps to bring aboard Fleet Drivers and expand your business with Roadrunner Freight!

