

Freight Broker Interview Guide

Make sure you're asking the right questions

Ask Yourself

- What do I value in a partnership?
- Is carrier safety important to me?
- Is my budget top of mind?
- How much capacity do I need?
- What are my typical lanes?
- How quickly do I need capacity?

Ask Your Potential Partner

- What's your carrier selection process?
- What CSA scores do you accept?
- Do you have an internal rating system?
- How much auto liability insurance do you require from carriers?
- What will you do when something goes wrong?
- How large is your network?
- How will my equipment type impact my rate?

