



TRAINING TOPIC TODAY – 4.19.2020:

THE ROLE OF A DISPATCHER

1. **INDEPENDENT FREIGHT DISPATCHER – WHO FINDS AN OWNER OPERATOR WITH THEIR OWN MC AUTHORITY AND YOU AS THE DISPATCHER FIND LOAD AND BOOK LOADS FOR THEM (“Glorified Brokers”)**

- Still have to find carriers (Dispatcher Agreement and Profile)
- Finding loads (Load Boards and Direct Relationships with Brokers/Shippers)
- Booking the Load (Carrier Packet/Broker-Carrier Agreement (W9, COI, MC Authority and NOA) and Rate Confirmation)
- Invoice carrier for our percentage (Dispatchers need to be paid for their service)

2. **DISPATCHER STARTS A TRUCKING COMPANY WITH OWN MC AUTHORITY (BUT NO ASSETS) – YOU WOULD LEASE YOUR AUTHORITY TO OWNER OPERATORS WHO DO NOT HAVE AN AUTHORITY AND SIMPLY DISPATCH FOR THEM**

- Still have to find carriers (By having them agree to lease under my authority)
- Finding loads (Load Boards and Direct Brokers/Shippers)
- Booking the Load (Carrier Packet/Broker-Carrier Agreement (W9, COI, MC Authority and NOA) and Rate Confirmation)
- Invoice factoring through your factoring company which can be automated based off of your conditions

3. **DISPATCHER STARTS A TRUCKING COMPANY WITH OWN AUTHORITY AND ASSETS (TRACTORS AND TRAILERS) – IN THIS CASE, YOU WOULD SIMPLY DISPATCH FOR YOUR COMPANY DRIVERS**

- Hire company drivers
- Finding loads (Load Boards, Brokers, and Shippers)
- Booking the Load (Carrier Packet/Broker-Carrier Agreement (W9, COI, MC Authority and NOA) and Rate Confirmation)
- Invoice factoring through your factoring company which can be automated based off of your conditions