



## **AGENCY PROGRAM SUMMARY**

### **Commissions**

Minimum 65/35 split of the net profit with at least 65% going to the agent.

### **Fast Pay**

Commissions are paid weekly.

### **Low Risk**

FMI takes full responsibility for any non-paying customers. If FMI approves the account and they fail to pay, Agent will only be held responsible for reimbursement of paid commissions on unpaid bills.

### **Payment of Commissions**

Commissions are processed every Monday. You can elect to either have your commission mailed to you (standard check), or paid through direct deposit.

Commissions are calculated on what shipments were billed two weeks prior. A week runs from a Monday to a Saturday. All freight bills invoiced within that period will be paid to you on Friday. Unlike most companies we do not make you wait for your money until after the customer pays us.

Every Monday you will be faxed or emailed a report showing what invoices were billed and what your commissions totaled.

### **Tools to Help You Succeed**

We offer a variety of tools to help our Agents succeed. All of these tools are made available to you. Some you may find necessary, others just useful. We are always interested in your ideas and needs. Please let us know if there are any tools that you would like to see added or developed.

### **My Freight Manager Online**

All Agents are given access to our internet based operations software. From here you enter your orders for processing. This system helps us process all paperwork for billing and commissions. You can also trace shipments, print rate confirmations, and print load sheets. This gives you and your customers the most up-to-date information possible. This state-of-the-art system coupled with our Internet tracking tools gives you a definite edge over your competition.

## **Sales and Marketing Materials**

Once signed up, we provide you with enough sales and marketing materials to either switch existing customers or help you get a few new ones. Sales items include letterhead, envelopes, company brochures, etc. You can request additional materials at any time and pay only a reduced printing cost.

## **Data Server Reports**

This does exactly what its name implies, serve up data. This server can be setup to report on any information that you want sent to you on a scheduled basis. For example, it can send you a daily report of all the invoices that have been billed by your office that week. It can send you a report of all unbilled shipments so that you can get a handle on your commissions being processed.

## **Tools for Your Customers**

Offering the necessary tools and services is what gets and keeps your customers. When you become an Agent you have these tools and services at your disposal. The following things are what set you apart from your competition.

## **State-of-the-Art Computer System**

Our computer system gives you the information that you need to give your customer the answers they are looking for. You sound more confident, your customer gains more trust in you, resulting in more business. We give you access to all this information.

## **Internet Shipment Tracking and Tracing**

You are able to offer your customers shipment tracking and tracing right over the Internet. Give your customers access to shipment status, shipment tracing, receivable reports, and pretty much anything else you want made available to them.

## **Getting Started**

In order to get started as an FMI agent, you will need the following:

- Established Customer Base
- Office (home or business)
- Computer
- Fax Machine
- Copier/Printer
- Internet Access (high-speed preferred)

## **Summary / Why choose Freight Management, Inc.?**

At Freight Management we take great pride in offering our agents and their customers a wide variety of tools and services. We are dedicated to helping all of our agents succeed by providing the following:

1. Our “Commitment to Excellence”
2. Over 25 years experience in the transportation industry
3. Profitable and stable environment
4. A smaller, personalized company that offers greater flexibility
5. Member of T.I.A. and a P3 Partner

Contact: Recruiting

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