



## AGENT BROCHURE

GLOBAL  
REACH,  
LOCAL  
TOUCH.



1.800.284.2603  
[www.onlinefreight.com](http://www.onlinefreight.com)

## **About OFS**

Online Freight Services is a nationwide 3rd party logistics company headquartered in Minnesota with agent locations throughout the country. OFS was founded in 1997 and has since grown and established itself as an industry leader. We have expertise in a wide variety of transportation services to help our agents meet the needs of their customers. From truckload freight to consolidation, LTL, multiple stops, specialized equipment, intermodal, warehousing, air, barge, and container freight. OFS has the experience and resources to handle it.

## **A message from our President**



*Dear Broker/Agent,*

*Thank you for your interest in a broker/agent opportunity with Online Freight Services. The world of OFS is an exciting one with many opportunities for agents to be successful and to grow as we expand and flourish. Our strategy is simple; associate ourselves with good people, treat everyone with respect and fairness, and leverage technology to move more freight with less effort. These core principals have served us well since our inception in 1997 and we continue to look forward to a bright future in the years to come.*

*OFS is a fresh new experience for most agents who sign on with us. At OFS, we think of our agents as our customers and treat them as such. In addition to offering top commission pay and industry-leading software, we have a friendly talented support staff that is here when you need them. Our agents enjoy freedoms not found with other companies because we believe that your happiness is the key to a long-term relationship rather than non-compete contracts and exclusivity agreements. We are a progressive company and we work hard to provide the best tools, support, and services in the freight industry.*

*Our business model also supports people who want to build their own business without all the headaches of billing, collections, carrier payments, financing, etc. Our system supports agent groups where you can add employees working under you and benefit from your own successful group within OFS.*

*Thank you again for considering us and for the opportunity to provide more information about our company. I look forward to talking with you personally and discussing how OFS might be a fit for you.*

*Sincerely,*

*Keith Burns*



## **Broker/Agent Plan Details:**

### **Top Commission Pay:**

With OFS you will receive outstanding commission pay which is on the upper end of the scale in the freight industry. We are very upfront about how you get paid, no hidden file fees or other charges that can nickel and dime you and reduce your pay significantly. Commissions are paid weekly and with our exclusive TMSPRO Dashboard you are able to view and track your pay at any time. Please talk to one of our recruiters for more details and about the special program we offer for large volume agents.

### **Agent Friendly Contract:**

Some companies have contracts that benefit them not the agents; some even have clauses that restrict you from working with your own customers if you leave. OFS is not that type of company! We will never lock you into a contract that contains a non-compete or exclusivity agreement. We believe your happiness with our pay, services, and staff will build a strong loyalty between us. Our philosophy is simple, treat our agents well and everyone will be successful.

### **Smooth Customer Transitions:**

We have setup thousands of customers for agents who have joined OFS and are experts at making the transition process go smoothly. We have structured procedures and staff dedicated to work with you and your customers to take care of credit, insurance certificates, paperwork and contracts (if required), as well as EDI. Typically customers can be setup in minutes and we will help you and your customer feel at ease and happy about the move to OFS.





### **Industry-leading TMSPro software:**

When it came time to replace our transportation management software, we led an extensive search of available packages. When we were not able to find one that lived up to our standards we decided to have one developed for us. We are very proud to offer you our software called TMSPro. Some of the features include:

- > Simple, easy to use screens
- > Access via the internet
- > Dashboard shows your book of business and commissions at a glance
- > Database of over 40,000 carriers
- > Automated notifications to the home office for customer setups, carrier setups, billing, etc. You are able to see the status at any time and are notified when tasks are completed.
- > Paperless system. You have access to all documents electronically.
- > Built-in rating capability from real-time data
- > QuickPost feature allows you to manage and post hundreds of loads with ease.
- > Automated carrier insurance and DOT authority verification. No more waiting for information to be updated on existing carriers.
- > One-click posting feature keeps your loads up to date and in front of thousands of carriers on DAT, TruckStop, Getloaded, and all major posting websites.
- > TruckMatch allows you to search for trucks from all the major posting sites with one click. Also notifies you by email when a truck is posted that matches your load.
- > Integrated with PCMiller for instant mileage calculations
- > Integrated incoming and outgoing faxing
- > Integrated Mapping
- > Charts, Graphs, and Reports that you can run any time showing your current and historical load and customer information.
- > EDI
- > and many more features...

TMSPro has been described as: “very easy to use”, “increased my business dramatically” and “best transportation software I’ve ever used” by many of our agents.



**Phone/voice mail system:**

- > 800 number means toll free incoming calls for your customers and carriers
- > Voice mail boxes for you and your staff
- > Call routing and live operator
- > Call log showing caller ID name and number, accessed through TMSPro
- > If you are away from your phone your callers can always reach our staff for immediate help

**Email and calendar system using Microsoft Outlook:**

- > Email boxes for you and your staff

**Other Software:**

- > PCMiler
- > Internet Truckstop
- > DAT
- > GetLoaded

**Office Support:**

- > Training
- > We handle credit checks (simple fast process, no credit application to fill out)
- > We handle carrier setups (most within minutes)
- > We are here to back you up when you need to be away from your desk

**We also Provide:**

- > Financial stability and a great credit rating
- > Quickpay to carriers, with options
- > Business cards

**Other Benefits:**

- > Exclusivity with us is not required
- > No non-compete contract – your customers are yours!
- > No length of service contract
- > No chargebacks or holdbacks
- > We won't "nickel and dime" you



## **Here when you need us:**

At OFS, we are very focused on providing you with the resources you need to be successful. It stands to reason that if you are successful we will be successful too. One of the ways we do this is by having a friendly, talented, and trained support staff to back you up. Do you need to see a customer but can't get away from the phone? Are you burned out and need a vacation? Our support staff is more than capable to take care of your customers and carriers if you need to be away from your phone. The bottom line is that we are here when you need us and will provide you with the level of support you need to accomplish your goals and succeed.

### **Office Support**

- > Receptionist to answer and route phone calls to the correct people.
- > Support staff to take care of your customers and freight while you are on vacation or out of the office.
- > Dedicated people to set up carriers so you don't have to hassle with it.
- > Billing and collection departments so you do not need to spend your time with these tedious jobs.
- > Computer system training and support if you have questions.

### **Management Support**

- > Help you work with your customers to resolve issues regarding damage, delivery, billing, etc.
- > We work with carriers to resolve issues regarding damage, delivery, payment, etc.
- > Growth, planning, and innovation – we are constantly planning and actively looking for ways to improve our organization and help our people move more freight with less effort.
- > Open-door policy, if you ever have a question, we are here to help.



## Top 10 reasons to hitch your trailer to OFS

10. Financial Stability and Continued Growth, we have a great credit rating.
09. We invoice customers, handle collections, and pay all carriers – Quick pay, too.
08. Our TMSPro software and commitment to providing the best technology.  
Ask us how our system can help you earn more money.
07. No exclusivity clause – you are free to work with other companies.
06. No Non-Compete Contract – your customers are yours.
05. Work from the comfort of your own home or office space. No office politics.
04. We do the Carrier Setups – freeing you up to move more of your freight.
03. Over 40,000 carriers in our database to help you move your loads.
02. Hassle free top commission pay with no extra charges or hidden fees.
01. The following Unsolicited Quotes from some of our agents:

“I am thankful everyday for switching companies. It was the best choice I could have made. Thanks for finding me, Jean!”

*Carrie in OR*

“I have to say it is a pleasure to work with such a good crew. I have found more people here want to help when you need them and it is refreshing. My only complaint is Keith was not here in 1986 and I could have avoided some much unwanted stress.”

*Brim in TX*

“I have totally enjoyed my time with Online and am looking forward to the future!”

*Felicia in AL*

“I should have started to work with Online 2 years ago.”

*Elliot in GA*

“You all provide an awesome vehicle/opportunity for people like me to keep a healthy balance on life between family and work. I see very clearly how my children have benefitted from my constant presence during the past year. I could go on and on...”

*Stephan in TX*

“I’m just so happy working here as much now as when I started 6 ½ years ago. Doesn’t seem like it has been that long!”

*Amy in SC*

“These “little things” that you do have more of an impact than you may realize. At least by this agency, and by me. With over 40 years in this business, they are noticed.”

*Larry in IN*

## **Qualifications to join our team**

- > Must have an active customer following (we do not provide customers).
- > Experience in brokering freight (minimum of 6 months).

## **What you need to get started**

People working from a satellite office are responsible for the following:

- > Windows compatible computer
- > Internet connection
- > Office supplies
- > Printer

**Call 800-284-2603 or visit us at [www.onlinefreight.com](http://www.onlinefreight.com) for more information.**

### **CONTACT US**

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