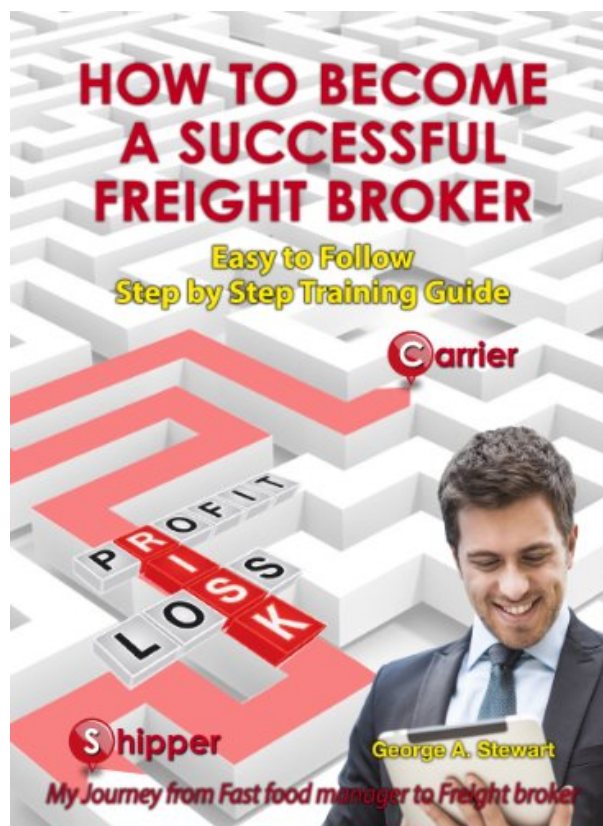
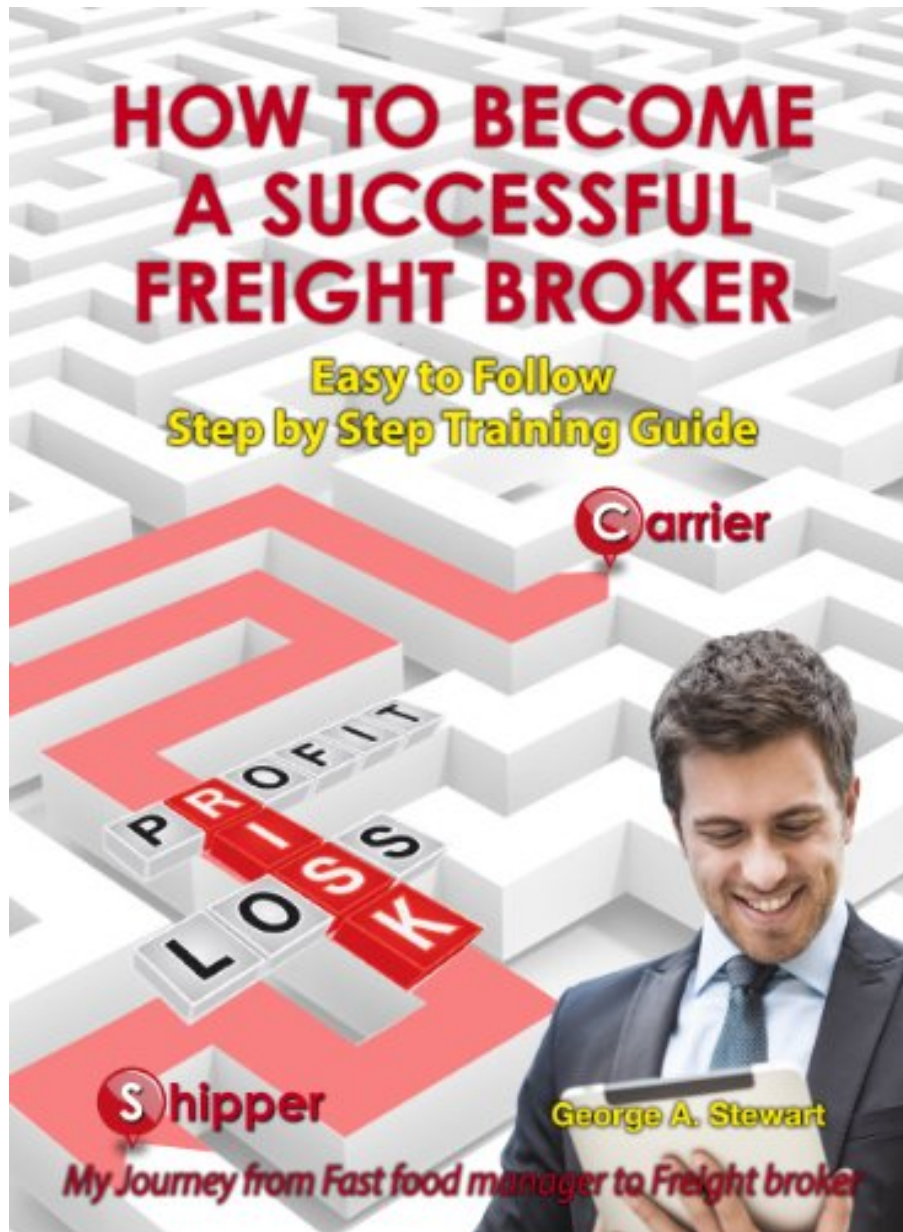


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## About the Author

George A. Stewart is a successful Freight broker, he owns a Freight Brokerage Firm in Miami, Florida. He worked 12 years with Burger King as a Manager before starting his training to become a Freight Broker. He went from making few hundred dollars a week to making 6 figures yearly income. In this Book he is sharing his vast expertise in a easy to understand guide format that anyone can understand and follow.

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The world and its economics is more global today than it was 10 years ago. Products and goods are being shipped and received from country to country more than ever before. In this global process one key person that is needed is a Freight Broker and his or her service. Freight Brokerage firms are more in demand now than ever before.

My name is George A. Stewart, I am 43 years old, I worked 12 years as a store manager for Burger King Restaurant, a truly dead end job. Just like most jobs in the market today I used to put in plenty of hours that unfortunately, did not translate into money. I understand that everyone has bad days at work; for me it was not an ordinary occasional dissatisfaction but a genuine mismatch. Working for long hours and under constant stress was taking a toll on my health and to make matters worse I was earning \$36,500 per year, which was barely enough to feed myself, my wife and three children. Most of the time, I felt like I was dangling from a cliff. My turning point was the day I met a certain customer in my restaurant who seemed to be doing very well despite the hard economic times the whole country was going through. After a little chitchat, I found out he was a freight broker and that he was earning a decent living while working a few hours.

At that point I did not know anything about freight brokerage or that a profession like that even existed. I therefore decided to do some research about it and the more I learned the more my interest grew and within a matter of weeks I was completely hooked up. Before I knew it, I took time off work to begin my training in freight brokerage.

After my training, I decided to quit my job at Burger King and took up a job as a freight agent working under an established freight broker. My job included looking for new clients, taking orders and matching shippers with carriers. In one year or so I felt that I had enough experience and contacts to start my own firm. I then applied for the required licenses at FMCSA and started small.

Starting my own firm was definitely not easy but I found it much better than working at Burger King. My first client was a contact I had made from working as a freight agent. After a lot of hard work I finally started getting more clients, and in 6 months I could finally relax because my business had finally taken off. I was earning around \$120,000 every year, which, I must confess, was really good for starters.

Now that I can work for fewer hours per day, my stress level has gone down and health wise, I am on the road to recovery. I can take better care of my family and also spend a lot more time with them. In this book, I outlined every steps about How to become a successful Freight Broker that anyone can understand and follow.

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#### Most helpful customer reviews

28 of 28 people found the following review helpful.

Very Very Basic

By Jeremiah Noswalc

I've spent 14 years in the transportation industry, 3 years as a broker/agent. This book covers the basics but not near enough info to go out and open your own brokerage for sure. It offers the nuts and bolts but there is ALOT more to it than what is written in these 74 pages.

Believe me when I say OJT is the best way to learn this business, not a book. This book offers some generic information and suggestions about the business otherwise it would be as thick as an encyclopedia. Can you make money as a freight broker or agent? Absolutely. Is it easy? Absolutely not. You have to pay your dues like anything else worthwhile but if you have thick skin and persistence like the author says the sky is the limit.

The author mentions in page 7 once he did his research on the freight industry he went for broker training and off he went. He never mentions where he went for this training. His mention as a mgr at Burger King for \$36,500/yr before getting into brokering was all of one paragraph and never brought up again so the book sub-title 'My Journey from a Fast Food Mgr to Freight Broker' really wasn't any 'journey' in the book.

Almost word-for-word I noticed some pages described the freight broker business just exactly as Entrepreneur Magazine described in their manual How to Start a Freight Broker business. Coincidence? Highly doubtful.

The transportation industry has it's own 'lingo'. If you can't speak the language or have any idea what a trucker is talking about when he says he's bob-tailing or he's over on his tandems you'll have a difficult time in this business until you're familiar with alot of the terminology. How much weight can a trucker legally have on his tandems do you know? Or on his steering axle? If you're clueless about this industry and have absolutely no knowledge about it, you certainly won't learn it from this book, or any other book.

The author says in this book he has a website / blog (which he lists) that he provides additional info and updates on. But when I checked it out, it was incomplete and had only one posting total, updated in July 2013. I'm sure he had good intentions but he dropped the ball there. If he's THAT busy he could get a virtual secretary or a high school student for that matter to relay an occasional audio update for his blog and convert it to text so it at least looks more professional and is more current.

Overall, this book is really nonsense for someone not familiar whatsoever with the transportation industry. You can find out just about all you need to know on the web if you drill deep enough just like this author did and just copied it all and put it into a book. OJT is the only way you'll learn this business, not from some

vague book. The author has been fortunate to be in the top 10% in income as a freight broker - if he's telling the truth- and I applaud him for making it a successful career transition from managing a Burger King.

9 of 9 people found the following review helpful.

Weak!

By Christine

One thing I noticed about this book is that it's almost word-for-word written from various excerpts about the freight business found elsewhere online. All the author did was gather the info and put it into this book. Nothing new whatsoever here that you can't find for free online if you're willing to browse around a bit. I really didn't learn anything new here. It's a very broad outline written about how to get into the freight brokerage business and unless you have knowledge of the transportation business in some shape it'll be a tough go regardless how easy the author makes it sound in this book. And the website he says he keeps updated in this book...lame. It hasn't been updated since summer of 2013 and then only has 1 entry. Deserves 1.5 stars but I was feeling generous and gave this book 2 stars. IMO I'd pass on this book if you're seriously interested in the freight brokerage business.

12 of 13 people found the following review helpful.

This book is Joke

By Al

Information giving in this book is so simple that you can find the same and maybe even more info just typing "How to become a freight broker" in google.

See all 32 customer reviews...

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