



⚡ Grounded in 6 sources

Freight Broker

A behind-the-scenes logistics job that pays well, rarely gets crowded, and lets you work from anywhere — if you know the real insider steps.

📌 **Updated for 2026** 📄 **\$60-90K** Source-reported average salary (can go higher with experience)

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Start Fast

Clear first steps you can take this week.



Real Sources

Built from people who actually did it.



Honest Numbers

Source-reported pay, costs, and risks.

[Get the Full Guide Vault →](#)

🔒 Includes checklists, scripts & source-backed insights

YOU WILL LEARN

- Who This Guide Is For
- Opportunity Snapshot
- Why This Job Is Worth Looking At
- What The Job Actually Does
- Pay Potential — The Real Numbers
- Requirements

▶ **MODULE 01**

Who This Guide Is For

This guide is for job seekers who want a stable, high-potential logistics career that flies under the radar. If you want a real job (not a business hustle), are detail-oriented, and like the idea of working from home or anywhere, freight brokering could be your lane.

▶ MODULE 02

Opportunity Snapshot

\$60-90K

Typical salary for employed freight brokers
(source-reported, varies by region/experience)

2-4 weeks

Time to get licensed and job-ready (with
focused effort)

Remote/hybrid

Many jobs are fully remote or hybrid, even for
entry-level roles

Low competition

Few people know how to qualify — most jobs go
unfilled

**Real titles: Freight
Broker, Logistics
Coordinator, Freight
Agent,
Transportation
Broker, Load
Coordinator,
Logistics Broker**

Use these to search job boards

Why This Job Is Worth Looking At

Freight brokers are the middlemen who keep the U.S. supply chain moving — but almost nobody outside the industry knows what they do. Many contracts go unbid because not enough people are qualified. The job is often remote, pays above the national average, and doesn't require a degree. Employers are desperate for reliable brokers who understand the paperwork and compliance side. If you know how to get licensed and where to look, you can land a job with less competition than almost any other \$60K+ role.

What The Job Actually Does

A freight broker arranges shipments between shippers (companies that need to move goods) and carriers (trucking companies or drivers). You match loads with available trucks, negotiate rates, handle paperwork, and track shipments. You do NOT drive or own trucks. Most of your day is spent on the phone, email, and using logistics software to coordinate shipments and solve problems as they come up.

Pay Potential — The Real Numbers

Source-reported salaries for employed freight brokers (not business owners) range from \$60,000 to \$90,000 per year, with some experienced brokers earning \$100,000+ (especially in high-volume regions or with government contracts). Entry-level roles may start closer to \$50K but ramp quickly with experience and performance. Many jobs include commission or bonus structures based on loads moved.

Requirements

| Requirement | Details |
|-------------|--------------------------------------------------------------------------------------------|
| Education | High school diploma or GED (degree not required) |
| Background | Clean criminal record preferred (for government contracts) |
| Licensing | Freight broker license (see Certifications section) |
| Tech | Basic computer skills; familiarity with logistics software is a plus |
| Location | Most jobs are remote or hybrid; you do NOT need to live in the state where loads are moved |

▶ MODULE 07

Skills Needed

- 1 Negotiation: You'll be haggling rates with carriers and shippers daily.
- 2 Organization: Juggling multiple shipments, deadlines, and paperwork.
- 3 Communication: Clear phone and email skills are a must.
- 4 Problem-solving: Shipments get delayed or rerouted — you need to adapt fast.
- 5 Attention to detail: Mistakes in paperwork can cost contracts.

▶ MODULE 08

Certifications or Licenses

| Certification/License | How to Get It | Notes |
|--------------------------------------------|---------------------------------------------------------------------------|-------------------------------------------------------------------------------|
| Freight Broker Authority (FMCSA MC Number) | Apply via the Federal Motor Carrier Safety Administration (FMCSA) website | Most employers require this; some will sponsor you if you don't have it |
| Surety Bond (BMC-84) | Purchase a \$75,000 surety bond from a licensed provider | Required for licensing; cost is usually \$500-2,000/year (employer may cover) |
| Process Agent (BOC-3) | File with FMCSA (can use a service for \$30-50) | Needed for compliance; many services handle this for you |

▶ MODULE 09

Beginner Roadmap

- 1 Search for 'Freight Broker', 'Logistics Coordinator', 'Freight Agent', 'Transportation Broker', 'Load Coordinator', or 'Logistics Broker' jobs on Indeed, LinkedIn, and FlexJobs.
- 2 Review job postings for required skills and note which employers offer on-the-job training or will sponsor your license.
- 3 If required, start the FMCSA freight broker license application (MC Number) — most jobs will walk you through this if you're hired.
- 4 Familiarize yourself with load boards like DAT and Truckstop.com (many employers use these daily).
- 5 Join industry associations like TIA (Transportation Intermediaries Association) to network and access job leads.
- 6 Prepare a resume using the keywords in this guide (see below).

7-Day Action Plan

- 1 Day 1: Identify 10 real job postings using all alternate job titles listed above.
- 2 Day 2: Research the FMCSA licensing process and surety bond providers (even if employer-sponsored).
- 3 Day 3: Create a free account on DAT or Truckstop.com and explore the load board interface.
- 4 Day 4: Join the TIA (Transportation Intermediaries Association) or a local logistics association.
- 5 Day 5: Update your resume with exact keywords from this guide.
- 6 Day 6: Prepare the copy/paste application script below.
- 7 Day 7: Apply to at least 5 jobs and track responses.

30-Day Action Plan

- 1 Apply to 20+ jobs using all alternate titles.
- 2 Request informational interviews with at least 3 working freight brokers via LinkedIn or association directories.
- 3 Complete any required licensing paperwork (FMCSA MC Number, BOC-3, surety bond) if hired or pre-hired.
- 4 Watch at least 3 hours of YouTube videos from working freight brokers (search for 'freight broker day in the life' or 'freight broker training').

- 5 Practice using load boards and tracking software (many offer free demos).
- 6 Attend a virtual or local logistics networking event (check TIA calendar).

▶ **MODULE 12**

Insider Secrets & Shortcuts

- 1 Get on vendor lists early: Sign up as a vendor with local/state procurement boards and sam.gov — contracts are often emailed to you before they're posted publicly. (Source: '1 mistake people make' transcript)

- 2 Use real shipping lists: Some training programs provide shipping lists with 5,000+ contacts — ask employers if they have these or if you can access one during onboarding. (Source: 'Is my program better?')

- 3 Don't limit yourself by geography: You do NOT need to live in the state where the freight moves. Apply for jobs/contracts nationwide. (Source: 'Addiction Boutique Do my company have to be in that state')

- 4 Know the liability difference: As an employee broker, your liability is limited compared to running your own operation — but always clarify whose insurance covers the load. (Source: 'Addiction Boutique')

- 5 Watch out for 'penny brokers': Some companies take contracts and pay carriers \$20-30 per delivery while billing shippers \$100-150. Ask about pay structure and commission splits before accepting an offer. (Source: '1 mistake people make')

▶ **MODULE 13**

Exact Resume Keywords

- 1 Freight Brokerage

- 2 Logistics Coordination

- 3 Load Dispatch

- 4 Carrier Negotiation

- 5 Shipper Relations

- 6 FMCSA Compliance

- 7 Load Board Management (DAT, Truckstop.com)

- 8 Proposal Writing

- 9 Government Contracting

- 10 Vendor Registration (sam.gov, state procurement)

▶ **MODULE 14**

Copy/Paste Application Script

▶ **MODULE 15**

Interview Talking Points

- 1 Describe a time you coordinated multiple shipments or solved a last-minute logistics problem.

- 2 Explain how you would use DAT or Truckstop.com to find carriers for a new load.

- 3 Discuss your understanding of FMCSA compliance and why it matters.

- 4 Share how you stay organized with paperwork and deadlines.

- 5 Mention any experience registering as a vendor or writing proposals for contracts.

▶ MODULE 16

Red Flags / Scams To Avoid

Watch for these pitfalls

Avoid any 'training program' that promises guaranteed loads or requires thousands upfront with no real support. Be wary of job offers that require you to pay for your own bond or licensing before you're hired (unless you're starting your own business). Beware of companies that offer very low per-load pay (\$20-30) while billing shippers much more — this is a sign of a 'penny broker' operation. Always clarify pay structure and commission splits before accepting a job.

▶ MODULE 17

Source Notes

““You have to have your business information put in order. You have to be signed up with sam.gov. You have to be signed up as a vendor at all these different locations and you have to know how to write proposals and submit proposals. If you know how to do all of these things, you will have these opportunities come to your email before they even make it to a procurement board.””

— 1 mistake people make, #medicalcourier #courier #governmentcontracts #logistics #business #money

[1] Is my program better? What i provide? #medicalcourier #governmentcontracting #courier #freightbroker

[2] 1 mistake people make, #medicalcourier #courier #governmentcontracts #logistics #business #money

[3] Addiction Boutique Do my company have to be in that state to win that contract? #medicalcourier

[4] How to start a medical courier business? How to do Government Contracts?

[5] Over Qualified !!! Job tips, #logistics #information #jobs #dispatcher

[6] medicalcourier #trucker #trucklife #information #research

► RESOURCE GUIDE

Resources, Certifications & Direct Links

Tap straight into search results, certification training, and paid apprenticeships for this path.

🔍 DIRECT SEARCH LINKS

Indeed — open roles

biggest board ↗

LinkedIn Jobs

apply + network ↗

ZipRecruiter

1-click apply ↗

Google — near me


local + niche boards ↗

Glassdoor — real salaries


verify pay ↗

USAJOBS (federal)


gov + benefits ↗

- 


ABRET EEG Tech (R. EEG T.) Neurodiagnostic/EEG tech credential — \$78K+ path, 1-2yr

Paid
↗
- 


HSPA CRCST (Sterile Processing) Sterile processing tech cert — hospital path, ~4-6mo

Paid
↗
- 


State Water Operator Cert (ABC) Water/wastewater treatment operator — state-licensed, steady gov pay

Paid
↗
- 


NICET (Fire Alarm / Inspection) Engineering tech certs — fire alarm, inspection, \$70K+ niches

Paid
↗
- 


NCCCO Crane Operator Crane operator cert — \$80K+ union paths

Paid
↗
- 


FAA Part 107 (Drone Pilot) Commercial drone license — inspections, mapping, real estate

Paid
↗
- 

NERC Operator Cert (Power Grid) Power system operator — \$90K+ control-room roles

Paid
↗
- 

CDL-A (Truck Driving) Commercial driver license — freight/local/union routes

Paid
↗
- 

NREMT (EMT Basic) EMT cert — fast entry healthcare, ~3-4mo

Paid
↗

Hack

Set a saved-search alert on [Indeed](#) + [LinkedIn](#) for this exact term — new roles hit your inbox before they're crowded.








▶ **TOOL GUIDE**

Tool Stack — Organized by Category

Every tool for this path, grouped by category. Free tools first, paid last. Tap any logo to open it.






Job Boards

7 free · 0 paid

-  **Indeed** Largest job board Free [↗](#)
-  **LinkedIn Jobs** Jobs + networking Free [↗](#)
-  **Remote OK** Remote jobs board Free [↗](#)
-  **USAJOBS** Federal government jobs Free [↗](#)
-  **We Work Remotely** Remote-only jobs Free [↗](#)
-  **Wellfound** Startup + tech jobs Free [↗](#)
-  **ZipRecruiter** Quick-apply job board Free [↗](#)







Resume & ATS

5 free · 0 paid

-  **Jobscan** ATS keyword matching Free [↗](#)
-  **Kickresume** Templates + AI writer Free [↗](#)
-  **Resume Worded** Resume + LinkedIn scoring Free [↗](#)
-  **Rezi** AI ATS resume builder Free [↗](#)
-  **Teal** Resume builder + job tracker Free [↗](#)










AI Assistants

5 free · 1 paid

| | | | | |
|-----------------------------------------------------------------------------------|----------------------|--------------------------------------|------|-------------------|
|  | ChatGPT | Writing, ideation, prompts, drafts | Free | ↗ |
|  | Claude | Long docs, reasoning, coding, agents | Free | ↗ |
|  | Google Gemini | Google-integrated AI | Free | ↗ |
|  | Perplexity | AI research with live sources | Free | ↗ |
|  | Poe | Many AI models in one app | Free | ↗ |
|  | Grok | X-integrated AI | Paid | ↗ |





Learning & Certifications

6 free · 3 paid

-  **AWS Skill Builder** Free AWS cloud training Free [↗](#)
-  **Coursera** Courses (audit free) Free [↗](#)
-  **freeCodeCamp** Free coding + certs Free [↗](#)
-  **HubSpot Academy** Free sales/marketing certs Free [↗](#)
-  **Professor Messer** Free CompTIA training Free [↗](#)
-  **Salesforce Trailhead** Free Salesforce admin path Free [↗](#)
-  **CompTIA CertMaster** Official A+/Net+/Sec+ prep Paid [↗](#)
-  **Google Career Certificates** Job-ready certs (IT/data/cyber/UX) Paid [↗](#)
-  **Udemy** Cheap skill courses Paid [↗](#)

Productivity

4 free · 0 paid

-  **Calendly** Booking / scheduling calls Free [↗](#)
-  **Google Sheets** Trackers + light CRM Free [↗](#)
-  **Loom** Screen-record pitches/looms Free [↗](#)
-  **Notion** Docs, dashboards, templates Free [↗](#)

Money tip

Stack the **free** tools first. Only pay once a tool is directly making or saving you money.

TABLE OF CONTENTS

- | | | | |
|----|------------------------------------|----|------------------------------------------|
| 01 | Who This Guide Is For | 02 | Opportunity Snapshot |
| 03 | Why This Job Is Worth Looking At | 04 | What The Job Actually Does |
| 05 | Pay Potential — The Real Numbers | 06 | Requirements |
| 07 | Skills Needed | 08 | Certifications or Licenses |
| 09 | Beginner Roadmap | 10 | 7-Day Action Plan |
| 11 | 30-Day Action Plan | 12 | Insider Secrets & Shortcuts |
| 13 | Exact Resume Keywords | 14 | Copy/Paste Application Script |
| 15 | Interview Talking Points | 16 | Red Flags / Scams To Avoid |
| 17 | Source Notes | 18 | Resources, Certifications & Direct Links |
| 19 | Tool Stack — Organized by Category | | |

THE JOBHACKI ARSENAL

This guide is 1% of what members get

The community unlocks the tools that do the heavy lifting for you:



OmniCut

Upload any video — get back a timestamped, cut-by-cut edit blueprint: hooks, vocal cues, effects and animation calls, all mapped to the viral frameworks behind our own content. You (or your AI editor) just follow the map.



JobHacki Resume Builder

Our exact one-page, recruiter-tested template — auto-built from your LinkedIn in minutes, exported as an editable doc + PDF.



JobHacki Readiness Simulator

Paste any job link. Get tested on what the role actually requires, see your readiness score, and get the fastest study path to close the gaps.



Atlas Directory

Every guide and career path we publish — refreshed by 24/7 AI researchers so you never act on stale info.

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Join free today — founding-member pricing locks in before the tools go paid.

WHAT EACH TOOL ACTUALLY DOES



OmniCut

OmniCut watches your entire video the way an elite editor would — every frame, the full transcript, your offer and what you're actually selling — then runs it through the viral frameworks behind our own content. What you get back is a timestamped editing score: your video chopped into 10-second sequences, each with exact vocal cues, audio cues, effect calls and animation directions. Copy a sequence, paste it into Gemini Omni, and generate that cut — then the next, then the next, until the whole edit is done. Runs as a custom GPT inside ChatGPT (you'll need a ChatGPT account), purpose-built for Gemini Omni video editing the day it drops.



JobHacki Resume Builder

Drop in your LinkedIn (or paste your experience) and it rebuilds everything into the exact one-page format we use: tight summary line, education with the details recruiters scan for, metric-driven experience bullets, and the 10-category skills stack that beats ATS keyword filters. Out comes a polished PDF plus a fully editable doc — change any line later without starting over. Single-industry and multi-industry versions included.



JobHacki Readiness Simulator

Paste a real job posting link. The simulator breaks down what that role actually demands — skills, tools, terminology, scenarios — and tests you on it: multiple choice, written answers, even voice roleplay for interviews and sales calls. You get a Readiness Score out of 100 across skill match, tool match, communication and interview readiness, plus the exact study plan to close your gaps — linked straight to the guides, certs and resources that fix them.



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The full living library: 100+ grounded, step-by-step playbooks across AI businesses, careers, trades, healthcare paths and side income — every one built from people who actually did it, never theory. Our AI researchers monitor hundreds of creators and sources around the clock, so tools, pay data and methods stay current. Search it, filter it, read online or download any guide as a PDF.

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