High Converting Dispatcher- Broker Script

YOU: Hey, I'm calling about your load from _____ to _____; is it available?

Note: If broker's response is no, meaning it has been covered, then say "Ok Thanks and move on.

BOKER: Yes, it's still available. You want to pick it up?

YOU: Sure! I have (number of trucks) ____ trucks in that area and I can pick it up within_____Hours.

What's commodity? Or What is it?

Note: Most of the time when you ask more information about the load that you are interested, broker will ask your MC number because some small brokers do a price research on loads, and he must make sure that you're a legit carrier.

BROKER: Sure, what is your MC?

YOU: It is _____(Your Carrier's MC number)

*Note: **If you set up** with this broker, then he or she will say that **you are on their system**. Notice, I did not say your owner operator or your carrier. I said **you are in their system** because **you represent** the carrier and owner operator; brokers assume that you are a carrier or an owner operator or their dispatcher.*

*If you are not set up with this broker, he or she will send you a **carrier package** to get you on their system.*

BROKER: This is an agricultural machinery weighs about 35,500 lbs, 24 ft long, and 8.7 high. You want to take it?

IMPORTANT!!! Negotiation part of the booking process.

YOU: What's the pay on this one?

Note: You may know how much this broker pays for this load, but you ask anyway because you want to start the negotiation. THIS IS VERY IMPORTANT.

BROKER: $5,500

Important: HOOK, REASON, OFFER.

YOU: If I can pick it up today with in _____ hrs (HOOK) and deliver it safely within_____days (REASON), would you do $6700 on this one (OFFER)?

BROKER: I do not have that much in it, but I can do $6200 if you can pick it up today!

YOU: Sure, sent me over.