FREE

# Dispatch Starter Toolkit

How dispatchers actually get paid, industry language, and what it takes to build a real dispatching business

Created by One Stop Solution Services
Trucking & Dispatch Training

# What Dispatching Actually Is

Dispatching means connecting truck drivers with freight, negotiating rates with brokers, and keeping loads moving on schedule. You don't need a CDL, you don't need to own a truck, and you don't need to be tied to an office. All you need is a phone, a laptop, and to understand how the industry works.

This toolkit gives you a real look at how dispatchers get paid, the language used in the industry, and the different directions you can take this business. It's a preview of everything covered in-depth inside the full **Freight Dispatch Toolkit Course**.

# 1. How Dispatchers Get Paid

There are two common pay structures dispatchers use with the carriers and drivers they work with:

### Percentage of Gross

The most common model. The dispatcher takes an agreed percentage of what each load grosses, often around 8–10%, though this varies by market and relationship.

> **Example**
>
> A driver grosses $5,000 in a week. At a 10% rate, the dispatcher earns $500 that week.
>
> If that dispatcher is working with 3 drivers each grossing about the same, that's $15,000 in combined gross — and $1,500 in dispatcher earnings for the week.

### Flat Weekly Rate

Instead of a percentage, some dispatchers charge a flat weekly rate per truck or per client — commonly in the $200–$300 range per truck, though this depends heavily on your market, the client's volume, and your experience. Some dispatchers scale this up as they prove results.

*Neither model is universally “better” — it depends on the driver's volume, your workload, and what's competitive in your market. Always research what other dispatchers are charging before setting your rate.*

# 2. Freight Industry Abbreviations

You'll hear these constantly from brokers, drivers, and other dispatchers:

- **RPM** — Rate Per Mile — what a load pays per mile driven.
- **CPM** — Cost Per Mile — what it costs the carrier to run a mile (fuel, maintenance, etc.).
- **DH** — Deadhead — miles driven with no freight loaded.
- **BOL** — Bill of Lading — the official document detailing the freight shipment.
- **POD** — Proof of Delivery — signed confirmation the freight was delivered.
- **MC** — Motor Carrier Authority — legal authorization to transport freight across state lines.

**DOT** — Department of Transportation Number — used to track safety compliance.

**ELD** — Electronic Logging Device — tracks a driver's hours automatically.

## 3. Truck Compatibility & Load Board Filtering

One of the biggest advantages an experienced dispatcher has is knowing how to find more freight than a beginner would ever see. Most new dispatchers only search load boards under their exact truck type — which cuts off a huge portion of available loads.

For example, a box truck can often run freight posted under Dry Van if the weight, dimensions, and dock requirements line up. Knowing which categories your equipment can cross into — and how to filter load boards to find that freight — is one of the fastest ways to book more loads.

*The full course walks through the exact filtering strategy, weight and dimension thresholds, and how to search across multiple load boards to maximize what your drivers can haul.*

## 4. Building Relationships With Brokers & Shippers

Booking a single load is a transaction. Building a relationship with a broker or shipper is what turns into repeat, better-paying freight. Dispatchers who are professional, responsive, and reliable get offered loads directly — before they're even posted publicly.

Over time, strong broker and shipper relationships also open the door to working directly with shippers, cutting brokers out of the equation entirely. That means higher rates for your drivers and higher earnings for you, since there's no broker margin sitting between you and the freight.

*The full course covers how to approach brokers professionally, what makes a shipper willing to work with you directly, and how to transition from booking through brokers to building direct freight relationships.*

## 5. Scaling Beyond Dispatching

Once you understand dispatching, some people take it further. Two common paths:

- **Starting your own MC Authority** — instead of only dispatching for other carriers, you can become the carrier. This means keeping more of what each load pays, but also taking on the responsibilities of running a carrier business.
- **Lease-on agreements with drivers** — once you have your own authority, you can lease on drivers under your MC, creating an additional income stream beyond your dispatching fees.

*This isn't the starting point — it's where dispatching can lead once you understand the industry. The full course breaks down what's involved in each path so you know what's realistic for where you are.*

## This Is Just the Starting Point

The full Freight Dispatch Toolkit Course gives you the complete carrier setup and compliance checklists, 6 word-for-word scripts for calling drivers and brokers, negotiation training, the full load board filtering strategy, how to build direct shipper relationships, and a full breakdown of starting your own MC and lease-on program — plus the 10 mistakes that cost new dispatchers their first deals.

→ **Get the full course at [YOUR FUNNEL LINK HERE]**