

# NEW BROKER SUCCESS PACKAGE INFO SHEET

TIA Membership +  
New Broker Certification



Certification

Ready To Get Started?  
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AI Coach  
Support



## Course Overview

The New Broker Certification (NBC) Online Course is TIA's foundational, self-paced program designed for entrepreneurs launching their own freight brokerage. It provides a practical, step-by-step framework for building a compliant, operationally sound, and financially disciplined brokerage from day one.



Through structured modules covering authority and licensing requirements, legal and compliance essentials, operations setup, technology fundamentals, risk management, and brokerage revenue mechanics, learners gain the clarity and confidence needed to start and run their business correctly.

By completing the full program and passing the final assessment, participants demonstrate readiness to operate a freight brokerage with a strong foundation rooted in industry standards and best practices.

## What You'll Learn & Competencies You'll Build

After completing this course, you will be able to:

- Apply core business, financial, and risk principles to brokerage operations
- Understand the legal role of a property broker and key 3PL distinctions
- Manage traffic functions, documentation, freight payment, and claims
- Structure contracts and align pricing with cost, value, and risk
- Navigate registration, bonding, recordkeeping, and compliance requirements
- Communicate effectively with customers and carriers while mitigating legal and ethical risk

## TIA Membership Perks

TIA membership provides exclusive resources and services designed to help your brokerage grow, protect your business, and stay ahead in a competitive market. Members enjoy access to industry-leading tools and insights, including:

- Ready-to-use **model contract agreements, frameworks, and industry white papers** developed with expert input — saving time and legal costs while protecting your business.
- Weekly **livestreams**, a full library of **on-demand webinars**, and a suite of **member-benefit educational courses** covering key 3PL topics.
- Discounts on registration for **industry-specific networking events and national conferences** that connect you with peers and potential partners.
- Continual updates on **Government Affairs issues**, regulatory developments, and advocacy efforts that impact 3PL businesses.
- Access to **TIA Watchdog**, a member-exclusive fraud monitoring platform that helps you vet carriers and protect your company from fraud risk.

## How the Course Works

<b>Course Type:</b>	TIA Membership + New Broker Certification
<b>Length of Access:</b>	8 Weeks
<b>Live Coaching:</b>	8 Weekly Sessions
<b>Cost:</b>	\$1700
<b>Final Exam:</b>	Yes
<b>Certificate:</b>	Certificate of Completion issued

## Who Should Take This Course?

- Those launching a brand-new authority
- People who are leaving a brokerage to start their own firm
- Those who want to build correctly from day one instead of “figuring it out as they go”

## Why It Matters

Starting a freight brokerage without a clear foundation is expensive — in time, money, and risk exposure. The New Broker Certification matters because it helps entrepreneurs avoid common startup mistakes, understand compliance requirements from the outset, and build operational systems that protect margin and reputation. Instead of learning through trial and error, participants gain structured guidance grounded in industry standards — allowing them to launch with clarity, confidence, and a stronger likelihood of long-term success.