

MASTERING CARRIER SELECTION COURSE INFO SHEET



**Member
Benefit Course**

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**AI Coach
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Course Overview

Carrier selection sits at the heart of every successful freight brokerage — and it's one of the most legally and operationally complex responsibilities brokers face. Mastering Carrier Selection equips TIA members with the critical expertise to confidently evaluate carriers, interpret federal safety regulations, prevent fraud, and build defensible vetting processes aligned with the 2024 TIA Carrier Selection Framework.



This comprehensive course goes beyond surface-level data checks. Learners explore how FMCSA safety ratings actually work, why public BASIC scores are unreliable for business decisions, and how brokers can combine regulatory insight, technology, insurance best practices, and internal processes to reduce risk while improving operational performance.

By completing the course, participants gain practical tools to strengthen carrier vetting, mitigate liability, detect fraud, and foster trust with customers and carrier partners — all while building a robust foundation for long-term brokerage success.

What You'll Learn

After completing this course, you will be able to:

- Develop and implement carrier selection policies aligned with the TIA Carrier Selection Framework
- Interpret federal regulations impacting carrier operations, including FMCSA safety ratings, Hours-of-Service rules, and Safety Fitness Determinations
- Understand the difference between official FMCSA Safety Ratings and public data such as BASIC scores — and why only Safety Ratings determine carrier fitness
- Leverage data and analytics responsibly to assess carrier performance and support informed decisions
- Identify and mitigate risks associated with carrier selection, including legal exposure, compliance gaps, and negligent selection claims
- Detect and prevent supply chain fraud, including unlawful brokerage activities, re-brokering, and carrier impersonation

- Optimize risk management strategies through insurance best practices and documentation discipline
- Utilize technology to streamline carrier vetting while maintaining ongoing compliance
- Communicate transparently with stakeholders to build trust and long-term partnerships
- Apply practical tools and frameworks to real-world carrier selection scenarios

Competencies You'll Build

This course supports the development of core professional competencies, including:

- **Operational Readiness & Risk Awareness**
- **Carrier Vetting & Compliance Management**
- **Regulatory & Safety Literacy**
- **Decision-Making Under Constraints**
- **Fraud Prevention & Detection**
- **Documentation & Process Discipline**
- **Ethical Judgment & Professional Accountability**
- **Customer & Stakeholder Communication**

How the Course Works

Course Type:	TIA Member Benefit / On-Demand
Length of Access:	60 days of access from enrollment
Cost:	Complimentary to TIA Members
Final Exam:	Yes
Certificate:	Certificate of Completion issued

Who Should Take This Course?

- Freight brokers responsible for carrier selection and onboarding
- Operations teams managing carrier performance and compliance
- Risk, legal, and compliance professionals supporting brokerage operations
- Sales teams advising customers on safety, service, and carrier quality
- Brokerage leaders seeking to formalize defensible carrier vetting processes

This course is ideal for professionals who want to move beyond informal carrier selection practices and build structured, repeatable systems that protect both margins and reputation.

Why It Matters

Carrier selection is no longer just an operational task — it's a legal and reputational responsibility. Relying on incomplete public data, outdated scoring systems, or price alone exposes brokerages to fraud, service failures, and negligent selection claims.

Mastering Carrier Selection provides a modern, defensible framework for evaluating carriers. Learners gain clarity on what safety data truly means, how FMCSA oversight works, and how to combine authority checks, insurance validation, operational history, and documentation into a consistent vetting process.

By completing this course, brokers strengthen risk management, improve carrier quality, prevent fraud, and build customer confidence — positioning themselves as knowledgeable, trustworthy partners in an increasingly complex freight environment.