THE BROKER VETTING CHECKLIST

By LaTasha Carter · Win With Bonafide · 7+ Years · 30+ Carriers

iamlatashacarter.com

Run this screen before EVERY load with a new broker. 10 minutes now beats a 45-day collection nightmare later.

STEP 1 — VERIFY THEY ARE WHO THEY SAY THEY ARE

- [ ] **Match the MC number against FMCSA records (safer.fmcsa.dot.gov)**
  Company name, address, and phone must match EXACTLY what's in the federal record.
  A "new phone number" or gmail address claiming to be a major brokerage is a red flag, not a convenience.
- [ ] **Call back on the OFFICIAL number — never the number in the email**
  Fraudsters control the thread they started. Break the thread: find the number yourself and call it.
- [ ] **Check the email domain**
  Real brokerages email from their company domain. Free email accounts (gmail/yahoo) "on behalf of" a brokerage are how identity theft moves freight.
- [ ] **Confirm their authority is ACTIVE (not revoked, not pending)**
  Brokers lose authority too. Hauling for a revoked broker = hauling for free.

STEP 2 — VERIFY THEY ACTUALLY PAY

- [ ] **Check days-to-pay history before you commit**
  Load board credit views show average days-to-pay. 30 is normal. 50+ is a warning. "No data" is a decision.
- [ ] **Check the credit score trend — falling scores fall for a reason**
  A broker sliding from a B to a D rating is telling you something. Listen.
- [ ] **Confirm the $75K surety bond is active and find out who holds it**
  Every licensed broker carries one. If they won't tell you the bond company, that IS the answer.
  Write the bond info down BEFORE the load — you don't want to hunt for it during a dispute.

Got this from a friend? Grab your own free copy at iamlatashacarter.com/guide

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STEP 3 — READ THE RATE CON LIKE A CONTRACT (IT IS ONE)

- [ ] **The rate matches what was agreed on the phone — to the dollar**
- [ ] **Detention terms are STATED, not "per broker policy"**
  Get the rate per hour and when the clock starts, in writing, before pickup.
- [ ] **Payment terms + QuickPay option are listed**
  Know WHEN you'll be paid and what the QuickPay fee is before wheels move.
- [ ] **No blanket "additional fees may apply" or chargeback traps**
  Vague fee language only ever rounds in one direction — against you.
- [ ] **Load details are complete: weight, commodity, pickup/delivery windows**
  Missing details become disputes. Disputes become unpaid invoices.

STEP 4 — WATCH FOR THE FRAUD TELLS

- [ ] **The rate is suspiciously ABOVE market**
  Fraud recruits with numbers that make you skip your checks. That's the design. Screen harder, not faster.
- [ ] **Pressure to "book it right now before it's gone"**
  Legitimate brokers give you ten minutes to verify. Scammers can't afford to.
- [ ] **They found YOU out of nowhere with a perfect load**
  Ask how they got your info. Vague answer = verify everything twice.
- [ ] **Double-brokering signals: different names on the rate con vs. who called**
  If the paperwork and the phone call don't match, stop until they do.

AFTER THE LOAD — PROTECT THE PAYMENT

- [ ] **Invoice SAME DAY with POD, rate con, and all documents attached**
- [ ] **Calendar the due date — follow up IN WRITING the week it passes**
- [ ] **No payment after written follow-up? File on the surety bond**
  The bond exists for exactly this. Bond claims get attention that voicemails never will.



Want this screen run FOR you — on every load?

That's what my team and I do: broker credit checks before every booking, rate negotiation, paperwork, compliance, payment chasing — and help filing a bond claim if a broker doesn't pay.

APPLY IN 3 MINUTES	**iamlatashacarter.com**
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