

# Top frequently asked questions from logistics brokerage applicants:



- What is the starting/training salary?
- What are the company benefits?
- Am I on a team?
- What does the team look like?
- Is logistics experience needed?
- Is there mentoring/coaching offered?
- Is this a team environment?
- How much cold calling is involved?
- How are employees compensated?
- How long until I make \$x amount?
- How do you set individual sales goals?
- What's my base pay after training or is this strictly commission?
- What's the culture like?
- What does the company specialize in?
- How is this company different from other competitors?
- Will I have a lot of competition? Internally and externally?
- Do I have to come to an office, or can I work remotely?
- Where is your office located?
- What would a typical day look like?
- What are the base hours of operations and expectations for engagement?
- What are expectations for travel?
- How are you involved in the community?
- What equipment and ongoing resources do you provide?
- What does opportunity for growth look like?
- Is there a commission cap?
- What is your non-compete policy?