

BROKER DUE-DILIGENCE CHECKLIST

For new authorities who need a screen before the first load — the same red-flag checks we ran on the desk. Free. Not a broker phone dump. No approved-broker directory. No DAT.

Before you accept the load

- ☐ MC / broker authority active on FMCSA (snapshot date: _____)
- ☐ Broker, not carrier-only, for this offer
- ☐ Credit / pay score checked on your load board (Truckstop preferred; 123Loadboard OK) — note score: _____
- ☐ Same company name on rate con, email domain, and board posting
- ☐ Load details match: origin, destination, equipment, weight, commodity
- ☐ Rate typed on rate con matches the verbal / board rate
- ☐ Detention / TONU / layover language present or negotiated in writing
- ☐ Payment terms clear (days, factoring allowed Y/N)

Red flags we treated as walk-away or slow-down

- ☐ Pressure to book before you can verify authority / credit
- ☐ Rate con from a free email (gmail/yahoo) for a “big” broker brand
- ☐ Asks you to run under someone else's authority / double-broker smell
- ☐ “We’ll fix the rate con after you pick up”
- ☐ No credit data and no references you can check
- ☐ Pay history stories that only live in DMs — nothing on the board
- ☐ Cargo you are not insured / not authorized to haul

How we screened on our desk (process — not a contact list)

1. Board credit check first. 2. FMCSA snapshot second. 3. Rate con line-by-line third. 4. If anything smelled off — we walked. Lost load beats unpaid invoice.

After the load (short)

- ☐ POD / paperwork sent same day
- ☐ Invoice dated; factoring submitted if you use it (Triumph — affiliate; we may earn a commission at no extra cost to you)
- ☐ Note broker behavior in your own tracker for next time

Affiliate disclosure: Some links (Triumph factoring, Truckstop, 123Loadboard) may earn us a commission. We only name partners we would use.

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