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two gentlemen from Roadrunner Expedite: Gary Miles, Manager of Safety & Recruiting, and Owner Operator Patrick Jackson.

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Patrick Jackson

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The Seven Habits of Highlu Profitable (and Sought-After) **Expedite Drivers**

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Carol Hill	Subscription Manager

Editorial Staff

Jeff Jensen	Editor Posthun	nous
Sean Lyden.	Staff W	V riter
Scott Loftis.	Contributing W	V riter

National Account Executive

Expedite Now is written for professional owner operators and drivers working in the expedited trucking industry.

Our editorial policy encompasses informing drivers, fleet managers and carriers of the news and information about the expedited

News and feature articles are compiled to keep owner operators and drivers apprised of industry trends and events, and other issues which impact those who move this industry.



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ExpediteNOW magazine had the opportunity to sit down with two gentlemen from Roadrunner Expedite: Gary Miles, Manager of Safety & Recruiting, and Owner Operator Patrick Jackson.

We'll start with Gary Miles, who manages the safety and recruiting department.

Your ad has "true expedite" in bold at the top of your ad, what does that mean?

At Roadrunner Expedite, we don't dabble in Expedite; we are Expedite, period. Our sales group works very hard to retain some of the biggest OEM's in the country. We don't rely on other people's loads or boards, our freight is expedite and direct from the source. No watered-down rates. just premium freight in desirable lanes

What are some of the benefits of working directly with some of the biggest OEM's in the business?

Having direct contact along with an open dialog from safety to dependability makes us be the success we are. It also builds a trust which shows in the multiple "Supplier of the Year" and "Excellence" awards we have received over the years as a team.

Roadrunner Expedite is part of a team along with **Active On-Demand and USA** Jet. How does that work?

It makes us "True Expedite". Add our core values of Integrity, Mutual Respect, Flexibility, Accountability, and Credibility and we can't be beat. From turnover to overall constancy, I've never worked for a better company that strives hard to create a partnership with our Owner Ops.

What exactly are you looking for?

We need teams, both Owner Ops and existing teams looking to become owner operators. We have some great leasing options for everyone. We also have some opportunities for established teams for some fleet owned straight trucks and these are some of the nicest straights I've CONTINUED ON PAGE 8 ever seen. ExpediteNow.com

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Next we will hear from Owner Operator Patrick Jackson.

Patrick, you've been an **Owner Operator for RRE** since 2015. It's been a down market: how has **Roadrunner Expedite** adapted?

It's been tough everywhere, but RRE has managed to keep us busy without lowering rates even when things were out of their hands. Consistency and the people are what keeps us here.

Your old truck was a beauty and is on the cover of this magazine. You've since bought another: can you tell us a little about it?

We had the truck pictured on the cover when we signed on at RRE. At that time, I was driving with my wife Carolyn, but she was talking about retiring and we decided to buy a new Western Star and start teaming with my Grandson. Our current truck is a beauty and will probably be the last one I purchase but it will give my Grandson a great start.

We understand you've recently gotten into riding four wheelers with your **Grandson in Tennessee.** Can you please tell us about them?

We were hauling these four wheelers for RRE on a regular basis and decided once we had the chance, we'd go look at them. It was love at first ride! We each ended up buying a Polaris RZR Turbo S, the baddest machines on the planet. Whenever we get home, you can find up in the mountains tearing it up.

What keeps you leased on to Roadrunner Expedite?

The people are great; we all get along. Roadrunner Expedite gets Owner Ops to respect the investment we have. When we're given an appointment, it means we've got to be there, no questions asked. Our company expects it and even more important our customers do and without them, we be just another company.

In somewhat of a slow freight year like 2019, how would vou personally advise drivers heading into 2020?

Look for consistency and communication. Tighten up your belts and operate smart. We're in a cycle; it's happened before and it will happen again. How you operate your business will tell if you survive or not. I'm not worried.

What is something you are excited about in the near future at Roadrunner Expedite?

Well if the rumors are true about some new customers, we're going to be busier than ever and we're looking forward to the ride.EN

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THE 7 HABITS

OF HIGHLY PROFITABLE (AND SOUGHT-AFTER) EXPEDITE DRIVERS

By Sean M. Lyden, Staff Writer



BUSINESS

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decided to drive for a fleet owner to help you explore whether you want to become an owner-operator or fleet owner down the road eventually.

But, in the meantime, you want to make as much money as possible in your role as a driver. And typically, that means joining forces with a top-notch fleet owner who has the business savvy to keep you busy earning income.

So, how do you become the type of driver that the best fleet owners want to have driving their trucks—and set yourself up for long-term success in this industry?

Begin by developing these seven habits.

HABIT #1: THINK LIKE A BUSINESS OWNER (BECAUSE YOU ARE ONE)

You may not own the truck, but if you're a 1099 contractor as an expedite driver for a fleet owner, you're a business owner. And that requires a significantly different mindset for success than when you were an employee.

Why? What's the difference?

As a business owner, you no longer have the security of a steady paycheck, health insurance, and other benefits that come with being an employee.

And you have to wear several hats at once. You're the CEO, the bookkeeper, the VP of sales and marketing, the load decider—all on top of spending the bulk of CONTINUED ON PAGE 18

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your day driving.

But that's the price you pay for the freedom to be your own boss, set your own schedule, and pursue your own goals.

When you embrace the business owner mentality, you realize that success won't be handed to you by an employer—or your fleet owner. It's earned, day-in and dayout, by you learning and mastering the fundamentals of your business.

HABIT #2: VIEW YOUR FLEET OWNER AS A BUSINESS PARTNER, NOT A ROSS.

This one falls in line with Habit #1.

You're the CEO of your own expedite driving company. And the fleet owner you drive for is your business partner who provides the equipment, some administrative support, and access to loads to help you build your business.

By why is this an important distinction?

It goes to the heart of how you think about yourself—and how you run your business.

As the CEO, you don't think about merely doing a job for a boss to get a paycheck. You're focused on building a mutually beneficial (and highly profitable) relationship with a business partner—the fleet owner.

This means you'll want to choose your partner carefully. Are you with a fleet owner right now where you feel like they're a partner with you for mutual success?

If not, find an owner who best aligns with your business goals.

HABIT #3: TREAT THE EQUIPMENT AS YOUR OWN.

Although you don't own the truck, your productivity—and long-term profitability—still hinges on how well you care for it.

That's because if you're not keeping up with truck maintenance intervals or neglecting to notify your fleet owner of any potential equipment issues, you'll risk encountering unplanned downtime that can cost you a lot of money in lost revenue.

And if you're not adequately taking care of the truck, that's a poor reflection of you and your business. The expedite industry is a small world. Word will spread quickly that you can't be trusted with equipment.

But when you're known as someone who takes excellent care of a fleet owner's equipment, that word will also spread quickly. And that will make you a highly sought-after driver by the best fleet owners in the industry.

HABIT #4: SURROUND YOURSELF WITH THE RIGHT PEOPLE.

There's a saying by bestselling author and motivational speaker, Jim Rohn, that we are the average of the five people we spend the most time with.

Although we're responsible for our own lives, we can't underestimate the influence other people have on our attitude, self-esteem, and motivation to succeed.

So, who are you spending time with?

Are they positive people who inspire you to be your best? Or, do they constantly complain and talk about what's wrong in

CONTINUED ON PAGE 20 ExpediteNow.com





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the world?

Are they genuinely successful in the expedite business and want to help you succeed, too? Or, are they struggling but act like they know it all?

Surround yourself with the caliber of people who reflect what you would like to see in your own life and business.

HABIT #5: BE WISE WITH SOCIAL MEDIA.

What you say on social media can and will be used against you-and potentially hurt your business. So, take a moment to think about what you say before you click "Post."

If you follow many of the expedite social media pages, you'll see some interesting, helpful, educational, and humorous posts that make a positive contribution to that community.

But you'll also see negative posts that call out and tear down specific drivers, fleet owners, and trucking carriers. Or, they spark heated political arguments that can turn toxic.

Remember, you're the CEO of your expedite business. And what you say online is a reflection of your brand. So, ask yourself: Does your social media presence match the brand you want to build?

HABIT #6: INVEST IN PROFESSIONAL GROWTH.

As an employee, you could reasonably expect your boss to help pay for your career and professional development. But, as the business owner, you must invest in your own professional growth if you want to make much more money in the long haul.

What aspects of your business do you need to learn more about to improve performance in that area?

What credentials could you pursue to qualify for more loads and boost your income potential?

If your goal is to become an owneroperator or fleet owner down the road, what can you be working on right now to put you on the right path?

The industry is continually changing. And if you're not prepared to do what it takes to keep up with and adapt to the changes, you could get blindsided.

But if you're driven and disciplined to invest the time you need for continuous learning, you'll be setting yourself up for long-term success in expediting.

HABIT #7: MAKE TIME FOR "PRFVFNTIVF MAINTENANCE" FOR YOUR HEALTH.

You could have big goals, knowing where you want to go in the expedited trucking business and working hard to get there. But if you don't consistently invest time for personal recovery and renewal, you'll risk burnout and health issues that ultimately prevent you from reaching your destination. So, think of the seventh habit as "preventive maintenance" for yourself—so that you can minimize unplanned downtime and stay on the road to your goals.

THE BOTTOM LINE

If you put these seven habits into consistent practice, you'll have no issue finding the best fleet owners to run for. In fact, you will have built such a reputation that they'll be looking for you. EN



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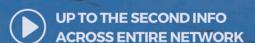
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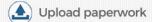




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