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Directory on page 31



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that's relevant to your life
on the road!

Volume 17
Issue 6

EXPEDITE NOW MAGAZINE

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READ ON PAGE 6

AN OPEN LETTER TO EXPEDITERS

READ ON PAGE 14



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Business



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Find **YOUR Next Trucking Job** with One of These Great Companies!

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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 trucking community.

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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AN OPEN LETTER to Expeditors

By Sean M. Lyden,
Staff Writer



President John F. Kennedy put it best when he said, “We must find time to stop and thank the people who make a difference in our lives.”

And that’s exactly what I want to do today - to thank all of you in the expedited trucking community for the impact you’ve made on my life and career since 2014 when I first got to

know you as a writer for EO.

After all, we recently celebrated “Driver Appreciation Week,” which is a great way to spotlight how vital truckers are to making our economy work.

But, in this letter, I want to go a step further to not only express my gratitude but also to share why I appreciate you - and how so many of you have inspired me to think, do, and be better.

Here are the three traits (among many) that I’ve observed in you - and have admired about you - over the years.

1. YOUR SACRIFICE.

Thank you for being willing to spend weeks to months at a time away from home - a huge sacrifice that most of us

CONTINUED ON PAGE 8
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non-drivers take for granted - to deliver the essential goods our communities need, when and where we need them.

Even if you're a team driver with your spouse, you still spend a lot of time away from your family - your kids, grandkids, and parents - which can put a strain on those relationships. And that means you're having to work harder and be more intentional to ensure that your "home time" with family really counts.

And when you're out on the road, you give up the comforts of home. Most of us non-drivers have no clue what it's like to live in a cramped, tiny space for several weeks at a time. And we don't appreciate how challenging it can be to try to sleep in a moving truck, find clean showers, and deal with the stress that comes with driving for several hours, day-in and day-out.

2. YOUR COURAGE.

Thank you for your courage - especially during uncertain times.

As the pandemic spread to the U.S. in early March, and the economy began to shut down, you kept rolling.

While most of us sheltered in place, you were on the front lines, putting your own health at risk to make critical deliveries to ensure that critical supply chains - for food, medicine, and supplies - remained intact.

But, even if there was no COVID-19, you've always exemplified courage in your work.

After all, in most cases, if you're a driver or owner-operator in expedited trucking, you're a contractor and not an employee.

And that means you're a business owner without the safety net, steady salary, and paid benefits that come with being an employee.

I'm inspired by the guts it takes to bet on yourself to be successful in the expedite business.

3. YOUR PROFESSIONALISM.

Thank you for raising the bar of professionalism in the trucking industry.

That's what strikes me most when I attend Expedite Expo - how you encourage, inspire, and push each other to achieve higher standards of excellence in this business.

You take a lot of pride in your work. And I admire how so many of you are willing to share your time, experiences, and advice to help fellow expeditors be more successful.

THE BOTTOM LINE

Thank you for accepting this "outsider" who has never been in your shoes.

Thank you for letting me into your trucks - and into your lives.

And thank you for sharing your stories of challenges and triumphs over the years.

But, most of all, thank you for your sacrifice, courage, and professionalism in doing the important work you do to make all our lives better.

Gratefully yours,

Sean Lyden
ExpeditorsOnline

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IF YOU'RE AN EXPEDITER, You're in Sales

By Sean M. Lyden, Staff Writer



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"You can have everything in life you want, if you will just help enough other people get what they want."

-Zig Ziglar



You

bad rap.

After all, how many of us have dealt with the stereotypical used car salesman? Who wants to be associated with that, right?

But here's the reality: Whatever our role is in expediting—driver, owner-operator, fleet owner, recruiter, and (of course) journalist—we're all selling something—an idea, point of view, proposal, product or service—whether we want to call it "sales" or not.

Take, for example, successful expedite owner-operators. What do they have in common?

may not want to hear this because sales people get a

For one, they've built and cultivated partnership-type relationships with brokers and dispatchers in a way where they appear to have more "luck" with being offered consistently profitable loads.

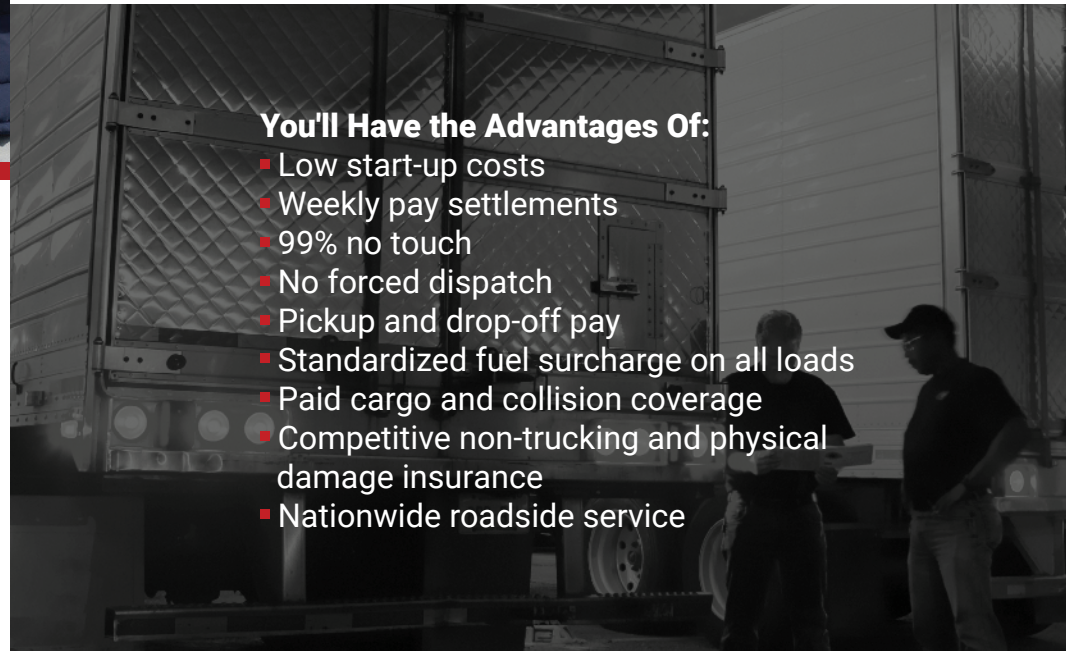
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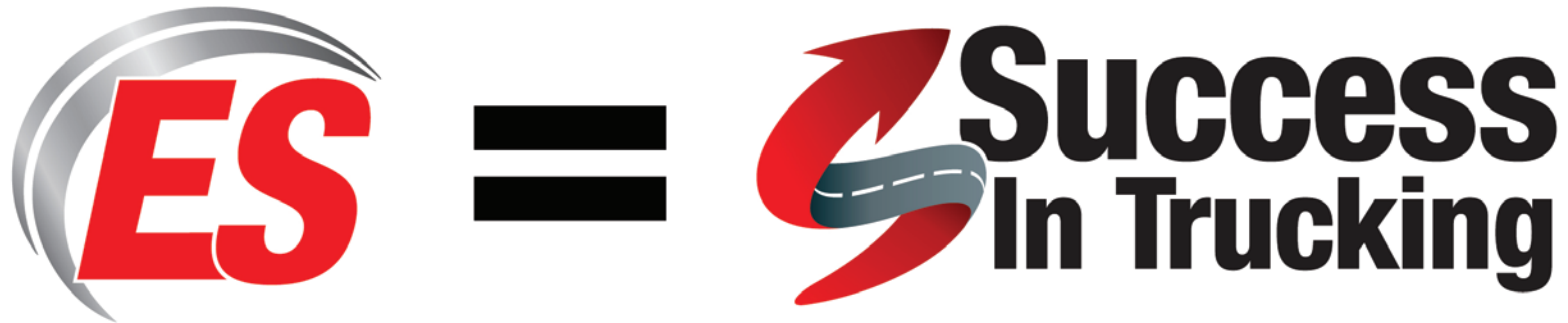
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The idea here is that when we learn how to “sell”—in the right way, with the right motives—we’re able to influence the people who can help us create the business, career, and lifestyle we want.

So, instead of being ashamed or bashful about your sales role in the expedite business, embrace it by adopting these four traits of world-class salespeople.

1. THOUGHTFULNESS.

“You can have everything in life you want, if you will just help enough other people get what they want.”—Zig Ziglar

Our human nature “default mode” is to think about and ask for what we want without considering the other person’s interests.

Sometimes, people will be happy to help no matter what. But, in most cases, people will more likely want to work with us when we first consider how our request, proposal, or idea can help those people get what they want, too.

So, before trying to influence or persuade someone to accept your point of view, ask yourself questions like these:

What does this person want?

How does what I want connect with—or relate to—what they want?

What concerns could they have with my request?

How should I address those concerns?

When you answer these questions, you’ll gain insight into the most effective way to communicate this message: “If you help me, you’ll also help yourself.”

2. OPTIMISM.

“If you stay positive, good things and good people will be drawn to you.”—Mary Lou Retton

Think about the negative people in your life. Do you enjoy spending time with them? Or, do you try to avoid them because they suck the energy out of you?

Most likely the latter, right?

Well, here’s the challenge: While most of us try to avoid negative people, we’re often blind to our own negativity that pushes people away from us.

HOW DO YOU KNOW IF YOU’RE BEING TOO NEGATIVE?

Be brutally honest with yourself with these questions:

- Do I complain a lot?
- Do I gossip?
- Do I engage in social media arguments about politics?
- Do I tell jokes and make snarky comments at the expense of others?

Also, look at the people around you. They are a mirror that reflects your true mindset. If you’re surrounded by negative people, it’s likely because, as the cliché goes, “misery loves company.”

Instead, be optimistic. Practice the habit of looking for the good in people and situations. And you’ll discover how more and more people will find the good in you,



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be drawn to you, and want to help you be successful.

3. GRATITUDE.

"Gratitude is the healthiest of all human emotions. The more you express gratitude for what you have, the more likely you will have even more to express gratitude for."—Zig Ziglar

If customers and vendors don't feel appreciated by you, they will be less enthusiastic about helping you.

So, express your gratitude any chance you get. How?

- Write a positive online review
- Send a handwritten thank-you note
- Send a thank-you gift
- Write a note or email to that person's boss—about the exceptional service you received and what you loved about it.

When we consistently express gratitude, we will turn casual acquaintances into loyal, raving fans who cannot help but spread the good word about us to the people who matter most to our success.

4. EMPATHY.

"Most people do not listen with the intent to understand; they listen with the intent to reply."—Stephen R. Covey

People will to listen to us when they, first, feel heard by us.

But listening with empathy is not a skill that most people have mastered.

After all, think about how often you've dealt with people who request something from you or pitch you on a product, and when you respond, you can tell they aren't really listening to you; they're thinking about what they want to say next.

That's a turnoff, right?

So, do what the top sales pros do: Listen with the intent to understand the other person's point of view, thoughts, and feelings. How?

Begin by being fully present with that person. Turn off your phone notifications and block out any other potential distractions.

Then, in your own words, repeat back to that person what you believe you had heard to ensure you're on the same page.

This level of listening is the essence of empathy. It communicates that you genuinely care about that person, which causes them to put down their guard and be more willing to listen to you.

GUT CHECK

The Hall of Fame football coach Vince Lombardi once said, "The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will."

Do you have the will to do what it takes to develop these four traits of world-class sales pros—and become a more successful expediter? **EN**

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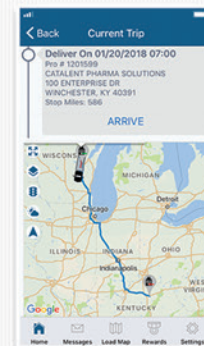
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