

My Top 10 Shipper Lead Sources

By Dennis Brown

1. The Grocery Store



Grab any product and look at the label and it will show who made it, imported or distributes it.

Take a picture with your phone or write it down and then add to the list.

2. Customer Pickup and Drop Locations



Click here watch a full video training on this topic.

<http://www.freightbrokerbootcamp.com/blog/freight-broker-sales-training-turning-1-customer-into-10/>

3. Referrals

91% of customers say
they'd give referrals.
Only **11%** of salespeople
ask for referrals.

Source: Dale Carnegie

Get in the habit of asking for referrals. Friends, family, shippers, carriers and everyone in between.

“Who do you know that works in shipping or manufacturing?”

You might want to consider paying for referrals that become customers!

4. Produce Market Guide



Click here to visit the site <https://www.producemarketguide.com/>

5. CareersinFood.com



Click the link below to visit the website.

www.Careersinfood.com

6. Manta.com

A screenshot of the Manta.com website header. The background is a dark grey with a pattern of faint, light-colored icons representing various business categories like food, tools, and services. The main heading is "Rediscover America's Small Business" in a large, bold, white sans-serif font. Below it is a subtitle "Find great businesses around the corner and across the country." in a smaller white font. There are two search input fields: the first contains the placeholder text "Find products, services, businesses" and the second contains "Near Lancaster, NY". To the right of the second field is a magnifying glass icon and the text "GO". Below the search fields are two buttons: an orange button with the text "Add My Business" and a dark grey button with the text "Learn More".

Rediscover America's Small Business

Find great businesses around the corner and across the country.

Find products, services, businesses

Near Lancaster, NY

GO

Add My Business

Learn More

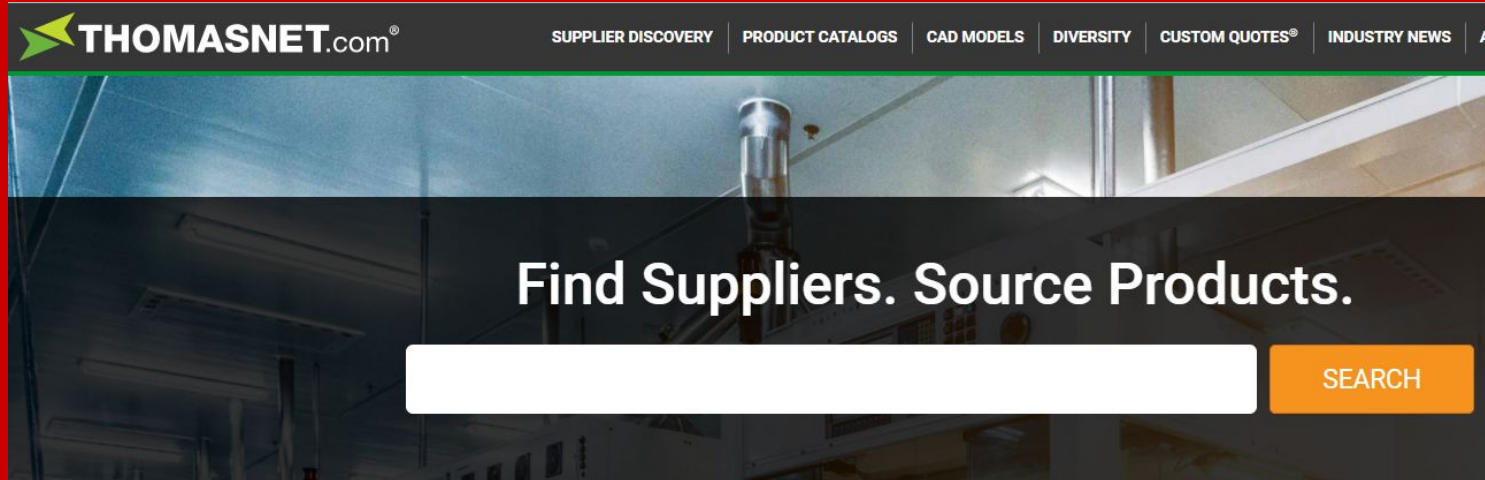
Click link to visit website www.manta.com

7. Produce / Lumber Blue Book

The screenshot shows the homepage of Blue Book Services. At the top left is the logo for Blue Book Services, which includes a circular seal with the text 'INTERNATIONAL SERVICE CORPORATION SINCE 1961'. To the right of the logo is the company name 'Blue Book Services' and the tagline 'Credit Rating & Marketing Information for the Lumber Industry'. A search bar is located in the top right corner with the placeholder text 'Search Site'. Below the search bar are two buttons: 'MEMBER LOGIN' and 'JOIN TODAY'. A navigation menu is positioned below the header, containing links for 'HOME', 'SERVICES', 'WHY JOIN?', 'ABOUT US', and 'CONTACT US'. The main content area features a large banner image of a forest with stacks of lumber in the foreground. Overlaid on the left side of the banner is the text 'SEARCH. FIND. PROFIT.' in large, bold, white letters. On the right side of the banner, there is a blue box containing the text 'Your ideal lumber trading partners are out there, and we make them easy to find. Narrow your search by location, credit rating, business function, or products handled.' Below this text is a 'LEARN MORE' button in white text on a blue background. At the bottom center of the banner is a white navigation bar with four dots, the first of which is filled, indicating the current slide in a carousel.

Click the link to visit website <http://www.bluebookservices.com/>

8. Thomasnet.com



Click link to visit website www.Thomasnet.com

9. Premium Member Shipper Database

Shipper Database

100 / 188985 Records

New Search Next Page

SR#	COMPANY	COMMODITY	CITY	STATE	PHONE	DETAILS
1	Whistle Lumber Co. Inc.	Remanufacturing; Service	Lewisville	AK	870-921-4212	More Detail
2	Wikoff Color Corp.	Manufacturer Of Inks	Cotter	AK	501-505-0600	More Detail
3	Leola Lumber Mill	Manufacturer Distributor	Leola	AK	870-765-6200	More Detail

Click the link below to upgraded from a Basic member of Freight Broker Boot Camp to a Premium member with access to the SHIPPER database.

<http://www.freightbrokerbootcamp.com/upgrade-membership-from-basic/>

10. LinkedIn



Connect with me on [www.Linkedin.com/in/askdennisbrown](https://www.linkedin.com/in/askdennisbrown)