



Join the Preferred Team

Become an independent sales representative (ISR)



Uncapped commission potential

With no upfront costs or agent and franchise fees



Premiere back-office support

Sales support, lead generation, customer service, invoicing and collections



Competitive Product Portfolio

Domestic & international logistic solutions + leading technology

Contact us to learn more about becoming a Preferred Shipping ISR.

1.800.827.7987
resume@preferredship.com
www.preferredship.com/isr

A letter from our President



Dear Potential Preferred Shipping ISR:

My name is George Flowers and I am the President of Preferred Shipping. An important question you may have is **why should you join Preferred Shipping** rather than another organization? Let me take the liberty to provide some background to assist.

Preferred Shipping has been around for nearly 25 years and is DHL Express's oldest and most successful authorized reseller. We have learned a lot from our extensive industry experience. Preferred Shipping does business the right way! We have always focused on strong outside and inside customer service. We are the best in the country in what we do on the international reseller side. We are granted tremendous support and cooperation from DHL Express including highly discounted rates for small and large customers and ongoing sales assistance and support.

While our DHL Express services are the core of our business, we also offer a domestic shipping solution through the USPS. The Preferred brand also includes Preferred Parcel Solutions, Preferred Logistics and River Oaks Couriers. This allows us to provide a wide spectrum of supply chain services, including ecommerce/domestic solutions, full truckload (FTL), less-than-truckload (LTL), air freight, aircargo and expedited freight services. Combined, our companies are a great opportunity for our ISRs to expand and grow their business.

If you have logistics experience, customer relationships and a desire to work everyday to acquire and support customers to the best of your ability, we believe you would be a successful member of our growing team.

Preferred Shipping is competitive and fair in our compensation. Our program is set up to ensure that everyone is focused on the same goal. We understand that our programs must work for you in order for Preferred Shipping to be successful. We are committed to providing exceptional support and ongoing communication to accomplish your sales goals.

In summary, we are looking for you to join the Preferred Shipping Team. If you wish to submit a resume or have a question, please e-mail resume@preferredship.com. Thanks again for your interest in becoming a member of the Preferred Shipping family.

Sincerely,

George Flowers
President

About Preferred Shipping

Preferred Shipping is the oldest and most experienced authorized reseller of DHL Express. As a partner with DHL for nearly a quarter of a century, we are rooted in our commitment to deliver our customers the best product with the best service at the most competitive rates.

We also offer a domestic solution through our partnership with Panda Postage, a certified-reseller of the USPS.

Our team consists of ISRs across the country. We have a strong national base of representatives and are currently looking to expand.

The Preferred Value Proposition



Exceptional Rates

Our partnership with DHL allows us to provide the lowest rates in the market for small-mid size businesses. Our volume buying power saves our customers significantly over our competitors.



Logistics Experts

Our customers not only have an account manager who knows their business, but any time you call Preferred Shipping, you get direct access to an international specialist.



Largest Global Network

We are partnered with the world's most experienced logistics company. The average transport time anywhere in the world is 1-3 days. Customers continually have access to updated, accurate tracking information around the world.



Easy Technology

PSCSHIP is our easy-to-use, web-based shipping system. It allows our customers to quickly create quotes and manage international shipments from beginning to end. It also supports many e-commerce solutions.

Becoming an Independent Sales Representative (ISR)

Our company is centered around exceptional customer service. Even our name, Preferred Shipping, evolved from the legacy DHL help desk that prided itself on providing customers with the absolute best support.

While innovations in logistics technology and highly competitive rates are crucial to our customers, proactively solving their challenges is equally essential.

Our ISRs are a fundamental component of our customer-centric business model. We view our ISRs as strategic partners; we are both looking to grow our businesses. The goal at Preferred Shipping is to provide our ISRs with constant support and communication. We are committed to providing our team with the tools, pricing and competitive advantages that will maintain and grow our mutual business partnership.



Characteristics of successful ISRs

- » Desire to be your own boss
- » Current customer relationships
- » Self-motivated and hard working
- » Creative sales approach
- » Customer-centered
- » Want to be part of a successful organization

Benefits of being a Preferred ISR

- » You are your own boss
- » You have unlimited earning potential - very high percentage profit split
- » Long term agreement
- » Unparalleled back office support
- » Sales lead generation program at no cost to you
- » No territory limitations
- » No upfront cost to setup
- » Paid twice monthly when shipments are billed
- » Access to the best shipping platform in the business
- » Represent the world's largest logistics company, DHL Express and the largest domestic delivery organization through the USPS
- » Have a full portfolio of logistic solutions; international/domestic air, LTL, FTL
- » Ongoing personalized training and support

FAQs about the ISR Program

Will I be constrained to a certain geographical area?

No, you can sell anywhere you want. We suggest that you focus primarily on the market closest to you geographically. However, if you have an opportunity in another city or state you can pursue it and we will support it. Many of our ISRs have relationships in multiple cities and we encourage and support all appropriate sales activities.

Are there Rules of Engagement with DHL Express?

Yes. Preferred Shipping operates to put on additional International business for DHL Express and ISRs must request an account approval from DHL Express. This process takes 24-48 hours.

How will I interact with the Preferred Shipping office?

You will be able to access our office for sales support, customer issues, billing issues etc. that you come across. You will receive your own Preferred Shipping email address. Our office is dedicated to sales and customer support. We will work very hard to address whatever your needs are timely. You will submit all of your new account query information to our office and we will clear your accounts and set your customers up in our state-of-the-art billing and web shipping system called REMS. You will receive back from us valid account numbers and LOGIN and PASSWORDS so you can demo our Shipping Technology and work to close your customers.

How will I know when my customers ship?

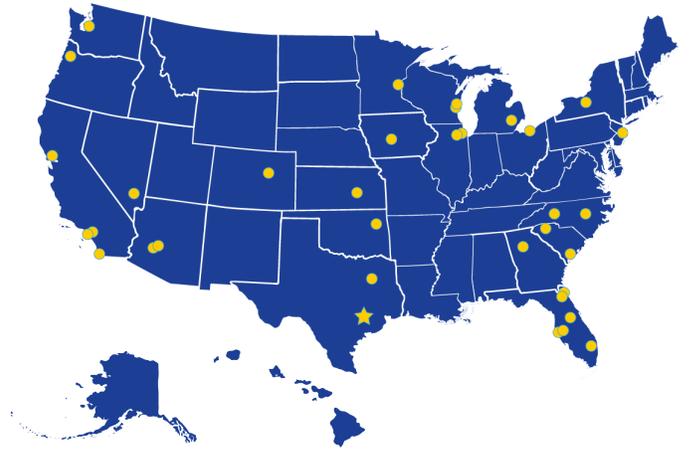
You will be able to view "Live" your DHL Outbound Shipments processed on our PSCSHIP Technology. Also, other DHL technology can be used to track all your DHL Inbound Shipments. Also, it is customary for our office to email you immediately upon us becoming aware of any new shipper. If a significant sales opportunity comes up, we will immediately email or call you so we can work as a team to capture the business.

How are Preferred Shipping's ISR's compensated?

Preferred Shipping ISR's are considered IC's (independent contractors) and are compensated on a percentage of actual customer gross profit. Preferred Shipping also introduces Sales Activation Bonuses during the year to assist ISR's in gaining traction. Preferred Shipping's ISR's will continue to receive compensation twice a month on all customer gross profit for as long as they are an actively engaged ISR.

How will I get my commission and sales report?

You will receive an ISR check or direct deposit on invoiced shipments twice a month. For example, all shipments invoiced from the 1 - 15th will be sent to you no later than the 20th. All shipments invoiced from the 15 - 31st will be sent out no later than the 5th. A full sales report can be viewed online.



Map of our ISR Network

Ready to join a highly successful team?

Send your resume to resume@preferredship.com





Examples of Marketing Collateral



International Shipping Experts

Bringing you access to the world's largest international carrier



www.preferredship.com



Export

As the oldest authorized provider of DHL Express services, we make it easy, efficient and cost-effective to get packages up to 250 lbs or more around the globe. Most deliveries average 2-3 days.



Import

DHL Express clears more than 95% of all imports while the aircraft is still in transit. Import shipments will move door-to-door with a predetermined price, single currency and only one invoice.



Substantial Cost Savings

Preferred Shipping uses our volume buying power to save you money with the world's premiere logistics company.

We also offer free pick-ups and free shipping software!

Unmatched Customer Service

- » Talk to a person, not an answering machine
- » Guidance through shipping process from specialized quoting through international paperwork
- » Local shipping expert for hands-on support and training

Easy Shipping Technology

PSCSHIP is our easy-to-use, web-based shipping system. It allows our customers to quickly create quotes and manage international shipments from beginning to end.

It provides support for many third-party shipping platforms and e-commerce solutions.

Contact us today!

800.827.7987 | sales@preferredship.com



DOMESTIC SHIPPING

More for less with USPS



Preferred Parcel Solutions provides multiple parcel services for SMB and ecommerce companies.



www.preferredship.com/parcel
800.827.7987 | parcel@preferredship.com

Why Preferred Parcel Solutions?



Parcel Optimization Solution
Significant volume discounts to smaller shippers



Exceptional Customer Service
Talk directly to one of our shipping experts



Personalized Support
Dedicated account manager



Easy-to-use technology
Free multi-carrier shipping platform



Free Parcel Analysis
Determine best ways to save time and money

Our family of companies can also provide air freight, LTL, and TL.

A Strategic Partnership



Our partnership with Panda Postage (a certified USPS reseller) allows us to bring our customers access to USPS, the largest residential delivery network in the country, at the best rate! Our goal is to enable SMBs the ability to compete with larger organizations on price and logistics.

USPS delivers for you!

- Largest residential delivery network
- Delivers 6 days a week
- 1- 3 day delivery in US
- Secure: federally protected
- Free packaging
- No residential delivery fee
- No fuel surcharge
- No Saturday delivery fee
- Very competitive dimensional weight rules
- No DAS fee

An Authorized Sales Partner of  PandaPostage.com





Complete Trucking Solution

Preferred Logistics provides a single point of contact for all of your trucking needs. With more than 20 years of experience, you can trust our extensive infrastructure to move your shipments anywhere.



Flatbed

Whether you're shipping full or partial truckloads, our logistics expertise allows us to move your freight wherever it needs to go.



Stepdeck

Our comprehensive truckload network means we have access to a broad range of equipment across the United States.



Specialized & Project Freight

From beginning to end, you can depend on us to support your team on those projects that need extra attention.

Our services also include van shipping, domestic air freight and volume LTL.

24/7 Responsive Customer Service



Our customers are priority #1. We answer all calls and emails promptly. No voice-mail. No call-delay. No answering service.

We provide on-time quoting, accurate equipment availability and continuous load communication.

Easy to Use

- » Quick and accurate responses to load or quote requests
- » Easy credit terms and approval process
- » Automatic email notifications and alerts on all loads for full visibility
- » All load documentation is sent with our invoices for backup

Competitive Rates

Our national network and infrastructure, coupled with ongoing volumes, allow our rates to be very competitive.

By forecasting price per mile rates, we ensure our quotes are within market conditions.