

# CASE STUDY

## PATRICK'S STORY

Patrick came to LDI in the middle of 2017 from a salaried position. Almost immediately after filling out an agent application, he was offered a position within our agent program by Katie. "My main reason for partnering with LDI and staying is Katie Ireland," Patrick said, "Katie is a high energy, fun loving person. She cares about her agents and genuinely wants to see them succeed."

Over the years Katie has made certain Patrick has the support he needs while giving him space to run his brokerage as he sees fit. And it's always a welcomed phone call when she reaches out!

“ We developed a great business relationship that has made me want to stay with the company. ”

## SET UP FOR SUCCESS

LDI has a great commission structure, offers back office support, and provides a TMS with lots of tools for rating lanes and finding carriers, but for Patrick, one thing really stands out above all that: "LDI has given me a platform to be successful by offering reasonable credit limits to my clients," He said, "Other companies I have worked with have severely limited credit limits for my clients which made being successful very difficult."

## WHY LDI?

From the start, LDI offered Patrick a favorable commission structure for joining our Freight Agent Program. He recalled, "I could have kept searching but LDI offered a high commission payout from the start and I did not have a need to search elsewhere."

When talking about LDI versus other Agent Programs, he said "They offer more based off actual commission amount rather than revenues." Overall, he's happy with the compensation structure compared to other leading programs.

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