



JOIN THE TOP DRIVER RECRUITER NETWORK OF ALL TIME

This book was designed to give a motivated individual a road map in a growing industry that has no ceiling when finding financial freedom. In this book you will find several steps on how to fast track success when beginning this new business opportunity while creating a career that has longevity.

Josh Hicks has streamlined the process and steps that need to be taken when becoming the best of the best in this industry. With over two decades in the business of being a business influencer in the sectors of virtual entrepreneurship and sales & recruiting, you instantly will be connected with what some believe is the biggest and most successful logistics recruiter network of all time.

- A look into one of the biggest movements of entrepreneurial opportunities of all time.
- A road map on how to find success from the very first chapter of the book.
- A quick read that Will give you a snapshot of what has been a proven formula that has worked for decades when Coaching thousands of entrepreneurs.
- A proven track record for success and more than two decades of information summarized into key elements for success in the business.

How I went from knowing nothing in the recruiting space to running one of the best recruiting agencies in the industry



# HOW TO BUILD AN AMAZING CAREER AS A TRUCK DRIVER RECRUITER

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## **PREFACE**

Here is a little bit about me. First off, I am a dreamer, motivator, entrepreneur and inventor of businesses. Building entrepreneurs and business is my passion. I have spent more than 20 years in business development and consulting, and in the majority of those years, I have specialized in recruiting and call center development, operations, coaching, individual development and motivational speaking. Additionally, I have trained thousands of recruiter agents and entrepreneurs to work for multiple industries, including multiple Fortune 500 and 1000 companies as well as many smaller companies. I have taken more recruiter agents than I can count from zero to multiple six-figure incomes while helping them build businesses that gave them the freedom they desired as an entrepreneur.

I got started in transportation recruiting when I walked into one of the top fortune 500 companies almost two decades ago. I showed up in place of one of my friends who had been offered the job but chose not to take the opportunity.

I was in the process of selling one of my companies to free up some of my time to focus on something new that had unlimited opportunity. I was hungry, and I recognized the opportunity before me, so I took it. I still feel like I took my friend's birthright at some level, and I am sure that I would feel guiltier if he were not a very successful business owner himself.

I stepped into this fortune 500 company headquarters and called out the name of the individual who had offered my friend the job. As I tucked the napkin I had written his name down on back into my pocket, he stood up and asked me, "Who are you and how can I help you?" I explained to him that he had tried to recruit my friend to become a recruiter for his company, but my friend was just not interested in getting into the recruiting field. I

explained to him that I was here to take his place. He looked at me and said, “You are exactly what we are looking for.”

Right then and there is where my journey started in the transportation sector. In that first year, I became a top performer and shortly moved out on my own to create my company in transportation consulting. After many years of training people to become successful in the business of transportation recruiting, I was inspired to write this book when I realized I just couldn't reach enough people doing it by myself.

Individuals who I had trained over the years who had gone on to become successful business owners needed help inspiring and training their new recruits on what I had taught them so long ago. That's why I created this book and course – to give them a guideline and the tools they need to be successful.

## INTRODUCTION

The desire to become a millionaire is pumping in every blood vessel, through every neuron. But many do not know the steps and the actions to take to achieve this level of success. All the answers to your questions are contained In this book, you will discover how to find your passion to learn, grow, and succeed in both your personal life and career. You will learn how important it is to discover what your life's purpose is. You will also learn how motivation inspires you to act and harness its power to build your success.

This book will provide you with the right information you need to be a successful recruiter in the transportation industry. It will give you a road map on how to build your dreams around the ever-growing transportation industry and achieve your goals. You will embark on a powerful journey of discovering how you can start making a six-figure income and build a happy and successful life.

*“When I was five years old, my mother always told me that happiness was the key to life. When I went to school, they asked me what I wanted to be when I grew up. I wrote down 'happy'. They told me I didn't understand the assignment, and I told them they didn't understand life.”*

**-John Lennon**

## Chapter 4

### SALES AND RECRUITING

Purpose, motivation and a revolutionary industry. We've seen these three things that you will need to discover for you to start a new life. A life without purpose is a directionless life. After you have discovered that purpose, find your motivation. With all these in place, pick an industry that has a future no matter what happens to the economy. And we found that type of industry: the transportation industry. The next step is to break into sales and recruiting.

Sales and recruiting have always been what makes the world go 'round. You are either selling or being sold to. You may even be experiencing both. But you'll be experiencing one more than the other. In fact, being sold is more dominant in most people. Being sold to does not necessarily mean someone is trying to convince you to buy something. There are several items on store shelves just waiting for you to make the choice of purchasing them.

Think about the times when you buy something that you don't necessarily need, but a salesperson through their sales talent convinced you that you needed it. We have all been there. Sales are a necessity, and we are all a part of it one way or another. It's time to understand both sides of the business. Now, let's talk about the best market of sales in the world.

Recruiting is a part of sales, but the good thing about recruiting is that you're not taking money out of somebody's pocket; you're putting money in their pocket, so...