



How to Start a Trucking Business Checklist

1. **Create a Business Plan.** ☐
 - 1.1. Executive summary. ☐
 - 1.2. Business description. ☐
 - 1.3. Market analysis. ☐
 - 1.4. Organization management. ☐
 - 1.5. Sales strategy. ☐
 - 1.6. Funding needs. ☐
 - 1.7. Financial projections. ☐
2. **Name your business.** ☐
 - 2.1. Choose a business name. ☐
 - 2.2. Check name availability. ☐
 - 2.3. Secure the domain name. ☐
 - 2.4. Trademark the name. ☐
3. **Secure financing.** ☐
 - 3.1. Find investors. ☐
 - 3.2. Apply for a loan. ☐
4. **Take care of legal requirements.** ☐
 - 4.1. Open a business bank account. ☐
 - 4.2. Form a legal entity. ☐
 - i. Choose between a partnership, corporation, or LLC. ☐
 - ii. Appoint officers/members. ☐
 - iii. File articles of incorporation. ☐

- 4.3. Meet industry requirements. ☐
 - i. Commercial Driver's License. ☐
 - ii. U.S. Dot Number.
 - iii. Motor Carrier Operating Authority Number.
 - iv. International Registration Plan and Fuel Tax Agreement
- 5. **Purchase equipment.** ☐
 - 5.1. Research suppliers. ☐
 - 5.2. Purchase trucks. ☐
 - i. Choose new or used vehicles. ☐
 - 5.3. Purchase insurance for your fleet. ☐
- 6. **Hire employees.** ☐
 - 6.1. Define job positions. ☐
 - 6.2. Post jobs online. ☐
 - 6.3. Interview candidates and check credentials. ☐
 - 6.4. Extend employment offers. ☐
- 7. **Market your business and find loads.** ☐
 - 7.1. Set your rates. ☐
 - 7.2. Launch a website. ☐
 - 7.3. Create marketing materials. ☐
 - 7.4. Use load boards. ☐
 - 7.5. Develop business relationships. ☐