

# New Courier guide Part 1

## **A Guide for new Self Employed Couriers.**

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### **Introduction**

As with any other self employed project, if you fail to prepare, prepare to fail. This is one of a series of articles designed to help new and existing couriers prepare to succeed.

We take you through some of the steps needed to succeed, but in the end it is down to every individual to put 110% effort into succeeding. You will succeed through your own efforts, or fail through lack of effort, the choice is yours. What ever the economic climate, what ever the competition, you can always find a niche market.

Being a self employed courier can be very rewarding and also very frustrating, especially if you are stuck in a traffic jam with a load that should have been delivered hours ago.

You will have days when you have no work coming in especially during your start up period, and you will have other days when you take on a small job for a customer, and you can bet your life you will have more profitable work coming in which you can't do, while your on that small job.

If this hasn't put you off being a courier, carry on reading, you will learn how you can make a good living from courier work.

What ever you do, read this article before you spend any money. This information comes to you free and it will save you a lot of money.

### **Research Your Market**

There are several different ways to research the market and find the niche you want to be in. The internet will provide you with a great deal of background information, and some sites will offer to get you work. Some charge an annual subscription and a

percentage of the value of each piece of work they pass on to you. Some will even charge for the information in this article. There are a lot of scams on the internet, some within this industry, always be careful, and do your due diligence before parting with money. If you have any doubts, don't part with any money. The safest method of researching the market is to knock on the door of every courier company you can find. Courier companies are dubious about taking on inexperienced couriers, but are happy to take on experienced delivery drivers who have been made redundant, and wish to go into business for themselves. You have to remember that they will be trusting you with their customers, who in turn produce an income for them and their couriers. A professional approach is therefore needed. You will find that most courier companies specialise in a particular segment of the market, ask them what rates they are paying, how much work they can give you, and what type and age of vehicle do they require. You should be able to glean a lot of information from the above sources, the next section:- What sort of a courier do you want to be, should be helpful with your research...

*[Article by Vic Farron : staff writer for RFT Express](#)*