

TIA New Member Education Policy: New Broker Success Requirement

Purpose:

This policy establishes the educational requirement for prospective TIA members in accordance with Section 32915 of the federal MAP-21 legislation. It ensures that all new freight broker applicants meet the minimum standards of education or industry experience required to join the Transportation Intermediaries Association (TIA).

Eligibility for TIA Membership:

TIA requires that all new applicants for membership meet one of the following criteria:

- Demonstrated prior experience (of at least 3 years) in the freight brokerage industry, or successful completion of an educational program aligned with the MAP-21 broker education requirements.

Applicants who do not meet the experience requirement must enroll in TIA's New Broker Success Package, which includes the New Broker Certification (NBC) course and final assessment.

New Broker Certification Requirements:

To receive the New Broker Certification (NBC) and be considered for TIA membership, students must complete the NBC course and achieve a minimum final score of 70%, which is calculated as follows:

- Final Exam: 65% of total grade
- Live Coaching Attendance: 25% of total grade
- SYNC Simulations: 10% of total grade

Upon successful completion, students will receive the NBC designation and satisfy the MAP-21 educational requirement for membership. Additionally, NBC graduates will receive a pass for the pre-requisite exam should they apply for TIA's Certified Transportation Broker (CTB) program in the future.

Exam Failure and Retake Policy:

Students are allowed an unlimited amount of attempts to pass the NBC course with the required composite score, as long as their TIA membership is active. In the event of a failed attempt:

- Students may re-enroll in the course for \$200. This on-demand course will include:
 - **New Broker Certification on-demand course content**
 - **Live Coaching Recordings from a previous cohort**
- Students understand that they have to successfully complete and pass the exam for New Broker Certification no later than the end of their active membership with TIA.
- If a student decides not to continue with re-opening the course, their application for membership with TIA will be formally denied as the student hasn't met the educational requirement outlined by TIA Membership policies.

Policy Enforcement:

All admissions and re-enrollments under this policy will be tracked by TIA Education & Membership staff. Students will be notified of their progress, results, and options for retake promptly following the end of each cohort. Final certification will be awarded only upon full completion of the course requirements and a passing composite score.

Examples of Enrollment agreement question:

To access the New Broker Certification (NBC) course materials, please review and agree to the following:

I understand that successful completion of the NBC course is a requirement for TIA membership if I do not meet the industry experience criteria as outlined by MAP-21. I acknowledge that to receive NBC certification, I must achieve a composite score of 70% or higher based on the following grading structure:

- **Final Exam (65%)**
- **Live Coaching Attendance (25%)**
- **SYNC Simulations (10%)**

I have read, understand, and agree to the terms outlined above.

I understand that I must successfully complete and pass the final exam for New Broker Certification no later than the end of my active membership with TIA. If I do not pass an exam attempt, I may re-enroll for \$200. The on-demand course includes:

- **New Broker Certification on-demand course content**
- **Live Coaching Recordings from a previous cohort**

If I fail to pass my re-opened course with a score of 70% or higher by the end of my active TIA membership, my TIA membership application will be denied and no refunds will be available to me.

I have read, understand, and agree to the terms outlined above.