



**G7N** Logistics  
Networks

Welcome to  
**G7N Logistics Networks**

**Network Guide**



# G7N Logistics Networks

Smart Freight Forwarders  
Growing their Business

**G7N Logistics Networks**  
is a fresh and forward thinking  
logistics network of independent  
freight forwarders  
from around the globe

**G7N** is the network  
for the future of smart  
and independent  
freight forwarders

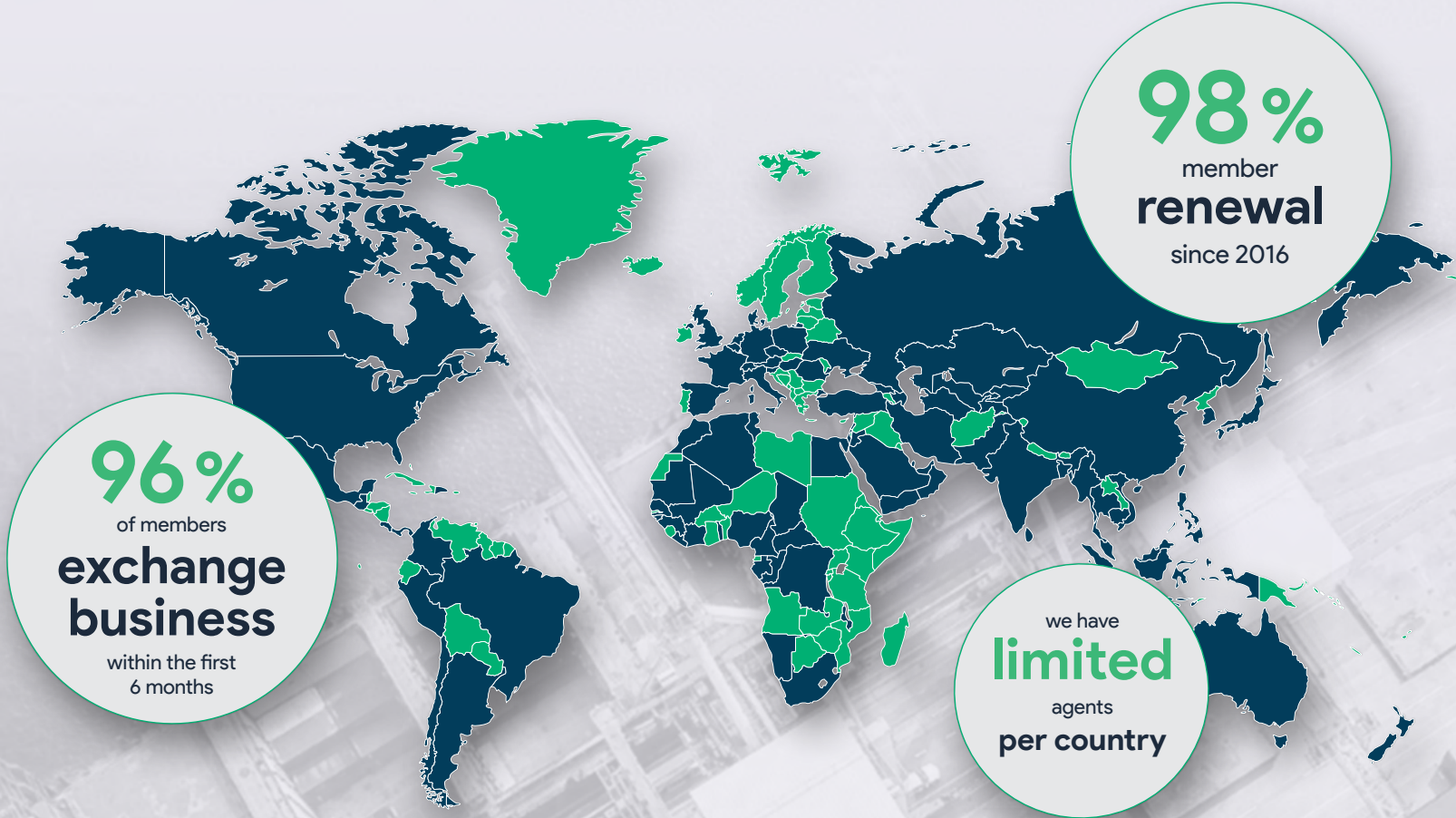
# Our Growing Network

**314**  
Members

**389**  
Offices

**118**  
Countries

**186**  
Cities



# Why Joining G7N?

Because of Our Exclusive Benefits ...



Trusted and Professional Global Partners



Financial Protection



Limited Membership per Market



Professional assistance with Business development



Access to a network of reliable and ethical forwards



Professional and actively involved network management team



Participate in the annual X2 Conference to interact with fellow network members



Referral program that can lead up to 100% discount on annual membership fee



Improve quality of existing agent network and customer service globally



Specific market expansion and regional growth

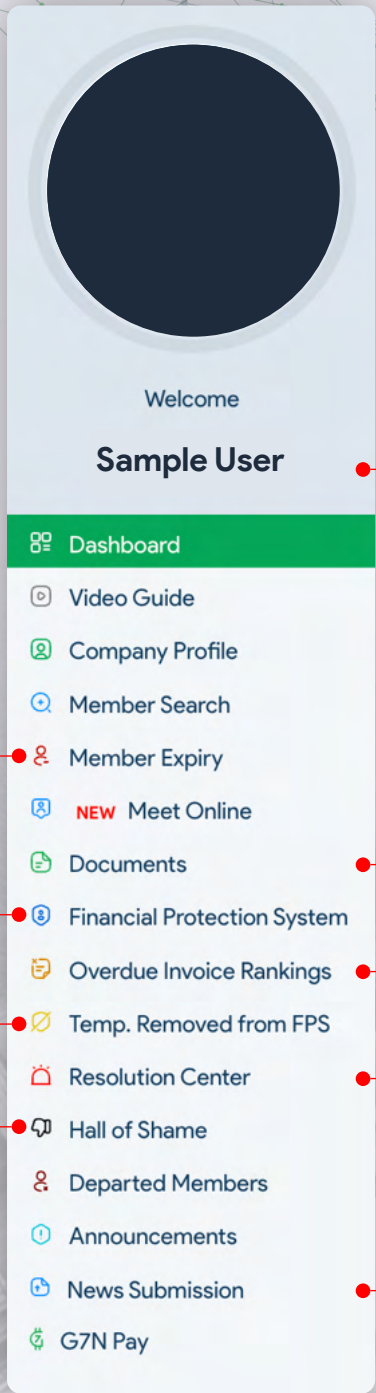


Strategic partnerships



Free PR Desk and Marketing services

# Using the G7N Website



Welcome  
**Sample User**

- Dashboard
- Video Guide
- Company Profile
- Member Search
- Member Expiry
- NEW** Meet Online
- Documents
- Financial Protection System
- Overdue Invoice Rankings
- Temp. Removed from FPS
- Resolution Center
- Hall of Shame
- Departed Members
- Announcements
- News Submission
- G7N Pay

Login details sent to you in the Welcome Email

- Documents
- Brochures
- Roster
- Protection Plan

Highest ranked companies and the amount they owe

Raise a claim to apply for our Financial Protection

Create awareness or share news in the Network

Check expiration date before making deals with members

Upload your invoices to be financially protected by the Network

Companies that are not financially protected due to outstanding invoices

List of delinquent debtors within the Network from 2016 to date

# Financial Protection System (FPS)

The Financial Protection System is a free benefit you can use in the Network in which you are able to upload the invoices to the system related to business conducted with fellow G7N members in order to be financially protected

We cover **\$50,000 USD** annually and **\$10,000 USD** per shipment

To be protected you must enter the invoice to the system no longer than **5 days** of the date of issue

If payment from other member hasn't been completed after the **90 days** of the invoice creation, you're able to raise a claim in our **Resolution Center**



# Financial Protection System (FPS)

**Member Expiry Listing**

Required to be covered under G7N Financial Protection, the Financial Protection System is where members are able to enter invoices related to business conducted with fellow G7N members.

The green, orange, and red indicators display the number of invoices a company has paid or holds as outstanding.

**Green:** Green represents paid invoices.

**Orange:** Orange Represents all invoices that are outstanding but NOT past the due date

**Red:** Red Represents all invoices that are outstanding but past the due date.

All invoices uploaded to the G7N Financial Protection System are done so by G7N members, therefore it is the duty of all G7N members to ensure that professionalism is maintained and that all paid invoices are marked as paid in a timely manner.

Failure to comply with the above will see the payees G7N Risk Rating effected and cause potential harm to the company's reputation.

For any assistance on invoices that have been paid and still reflect as unpaid, please contact [members@g7networks.com](mailto:members@g7networks.com)

**Navigation Menu:** Dashboard, Video Guide, Company Profile, Member Search, Member Expiry, **NEW Meet Online**, Documents, **Financial Protection System**, Overdue Invoice Rankings, Temp. Removed from FPS

**Buttons:** My Invoices, Owed Invoices, Guidelines, Enter Invoice

Overdue Invoices						
Invoice No.	Received by	Issue date	Due date	Amount	PDF	
						<input checked="" type="checkbox"/> <input type="checkbox"/>

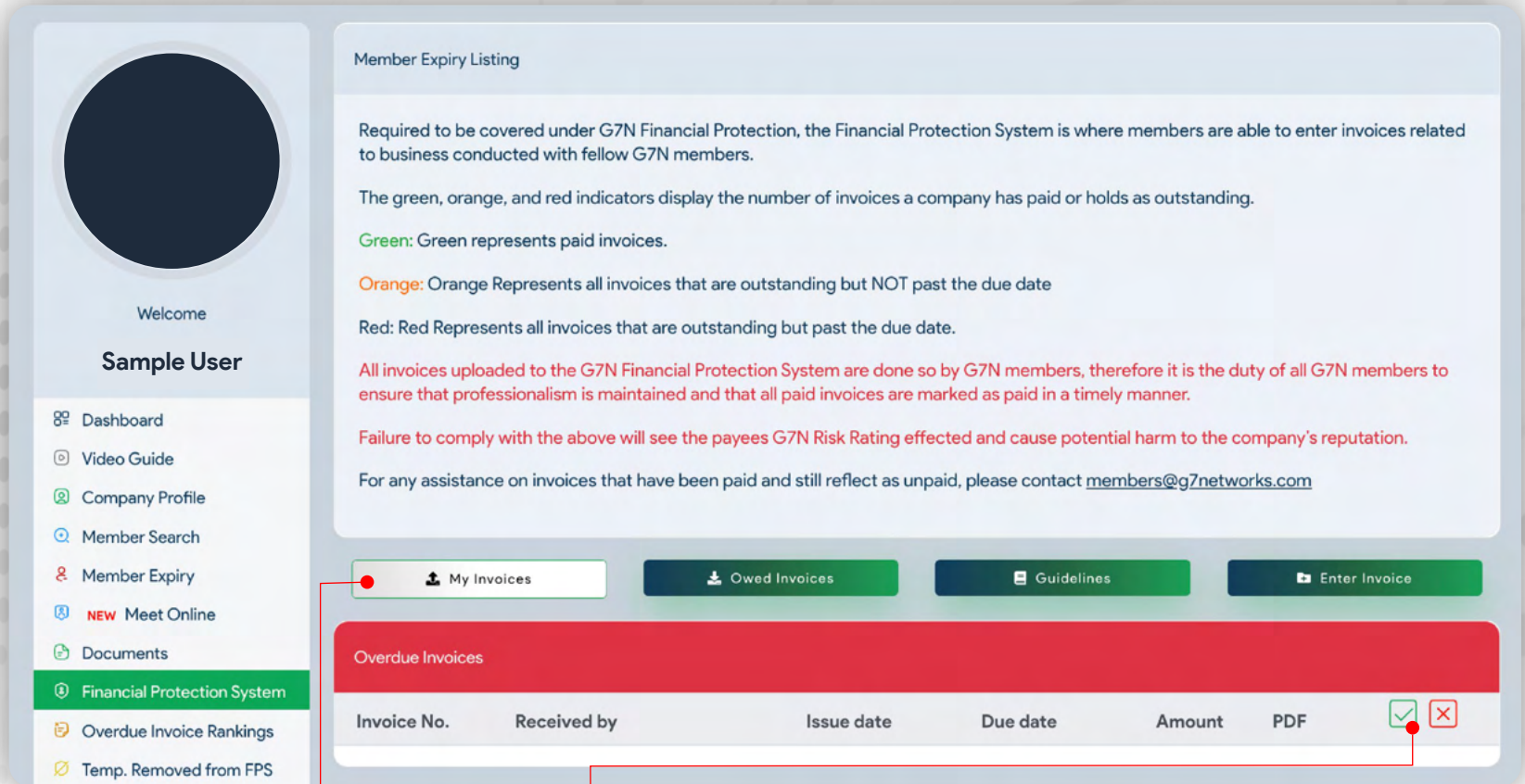
From Your profile open the FPS system

The Status of Your Invoices

See the Status of the Owed Invoices

Submit your invoices issued to members

# Financial Protection System (FPS)



**Member Expiry Listing**

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- Temp. Removed from FPS

**My Invoices** | **Owed Invoices** | **Guidelines** | **Enter Invoice**

**Overdue Invoices**

Invoice No.	Received by	Issue date	Due date	Amount	PDF	<input checked="" type="checkbox"/>	<input type="checkbox"/>
						<input checked="" type="checkbox"/>	<input type="checkbox"/>

Click on  
"My Invoices"

1

**Don't forget** to Manually Update  
the Status of the Invoice when it gets **PAID**

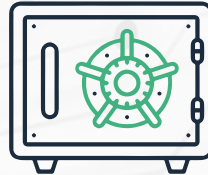
2

Click the **Green Tick**



# Financial Protection System (FPS)

Limited to  
US\$10,000  
per shipment  
for each member,  
US\$50,000 per year



Enter All Transactions  
to the FPS System  
from Your Member's Profile



For monitoring purposes Track the  
transactions being made between  
members and find immediate solutions  
when a non-payment has been detected



Analysis on members  
needing more assistance  
& support

# Financial Protection System (FPS)



Any losses wherein the claimant company has extended credit to the debtor company of longer than 150 days.

Losses for shipments that were invoiced by the claimant company more than 30 days after the departure or arrival of the shipment.

To learn more info, please visit the “Downloads” section of your Members Profile and open the “Financial Protection Plan”

# G7N Pay

**Fast, Anywhere, Anytime**



## **Benefits :**

**Initial amount  
deposit:  
USD\$500**

**No extra fees  
in transactions**

**Easy payment  
transactions  
with members**

**Convenience  
and efficiency on  
transactions**

**Both members  
enrolled in  
G7Pay**

**Encourage  
others  
to join!**

# Membership Services



From Our Membership Services Team  
You will be receiving:



E-mails with news of projects from members of network, interviews, announcements of new members, updates in the system



Membership Engagement Call every quarter of the year to keep communication, feedback and assistance active

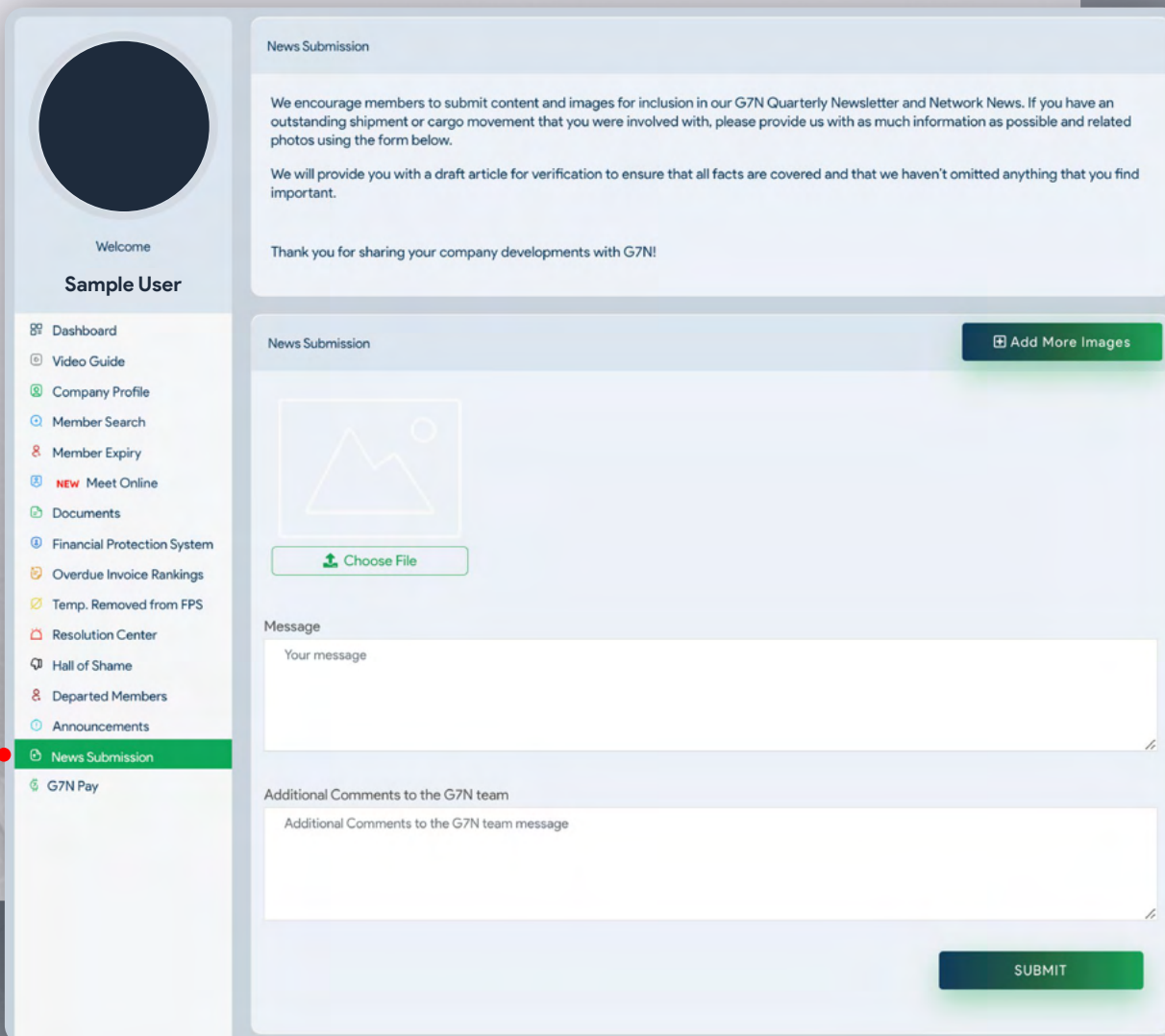


Constant contact via Whatsapp, Skype, E-mail

# Members' News

You can submit news of your Company via your member profile!

Good Marketing tool. Let other members know about your achievements & announcements



The screenshot shows a user interface for submitting news. On the left is a navigation menu with items like Dashboard, Video Guide, Company Profile, Member Search, Member Expiry, Meet Online, Documents, Financial Protection System, Overdue Invoice Rankings, Temp. Removed from FPS, Resolution Center, Hall of Shame, Departed Members, Announcements, News Submission (highlighted), and G7N Pay. The main content area is titled 'News Submission' and contains a welcome message for 'Sample User', a 'Choose File' button, a 'Message' text area, and an 'Additional Comments to the G7N team' text area. A 'SUBMIT' button is at the bottom right.

News Submission

Welcome

Sample User

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- Departed Members
- Announcements
- News Submission**
- G7N Pay


News Submission

We encourage members to submit content and images for inclusion in our G7N Quarterly Newsletter and Network News. If you have an outstanding shipment or cargo movement that you were involved with, please provide us with as much information as possible and related photos using the form below.

We will provide you with a draft article for verification to ensure that all facts are covered and that we haven't omitted anything that you find important.

Thank you for sharing your company developments with G7N!

News Submission [Add More Images](#)



[Choose File](#)

Message

Your message

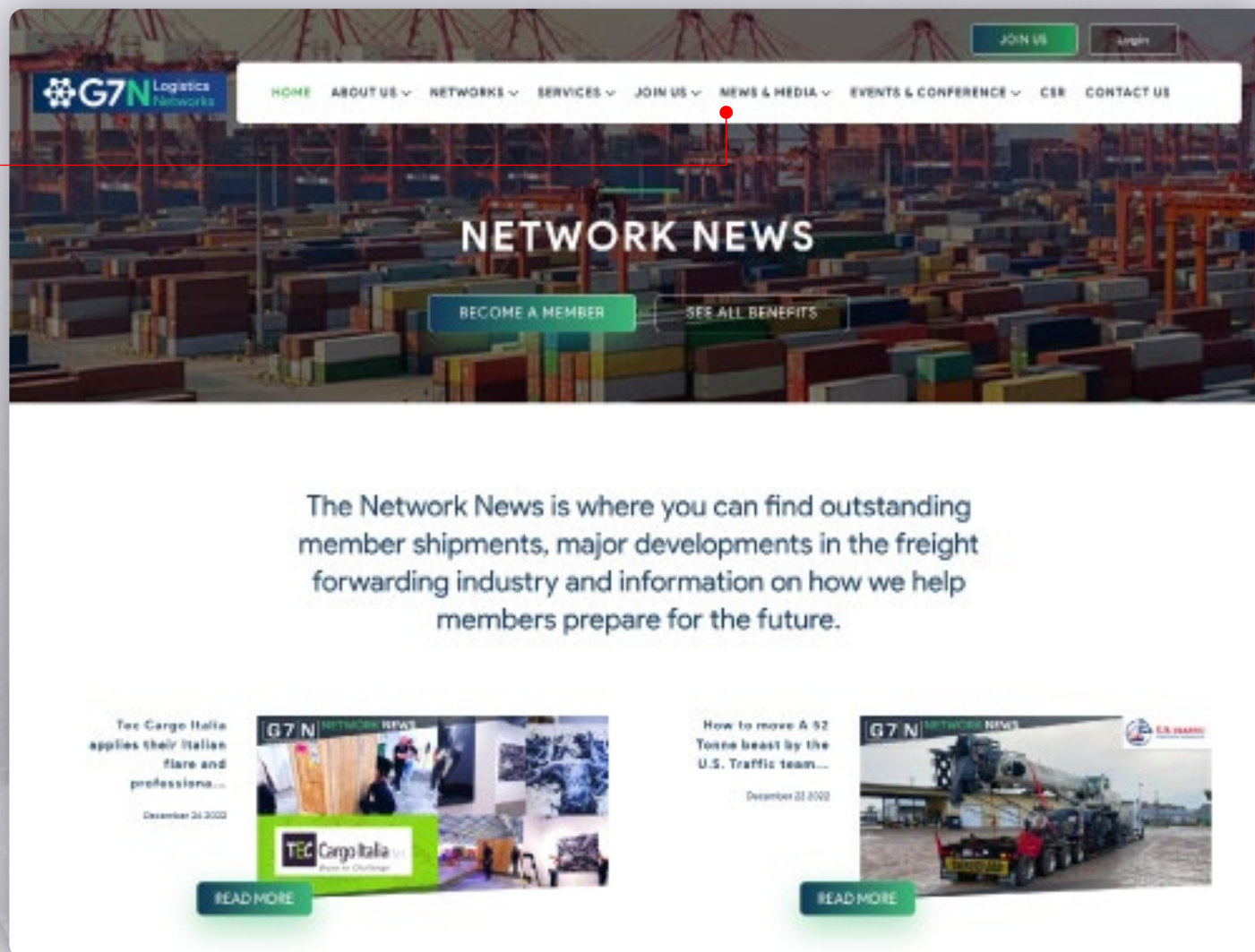
Additional Comments to the G7N team

Additional Comments to the G7N team message

[SUBMIT](#)

# Marketing Tools

- News of Members
- Interviews
- Industry Articles
- Announcements



# G7N in Social Media



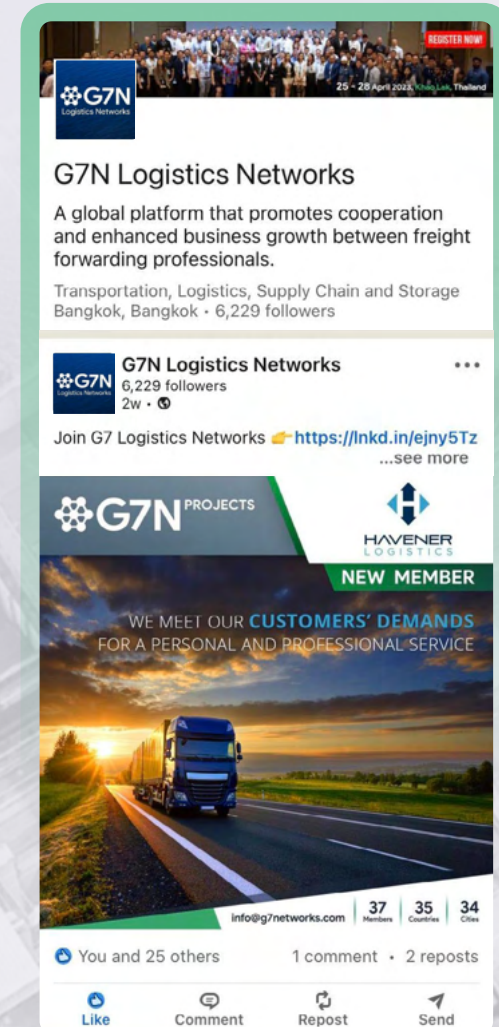
LinkedIn



[www.linkedin.com/company/g7n](http://www.linkedin.com/company/g7n)

We make daily updates with news from members' projects, announcements to the Network, industry articles and MORE!

Most of the members use this tool to stay in touch!  
Follow us and get connected!



# G7N in Social Media



Facebook



[www.facebook.com/G7Network](http://www.facebook.com/G7Network)

We make daily updates with news from members' projects, announcements to the Network, industry articles and MORE!

Don't forget to follow us!





# G7N in Social Media



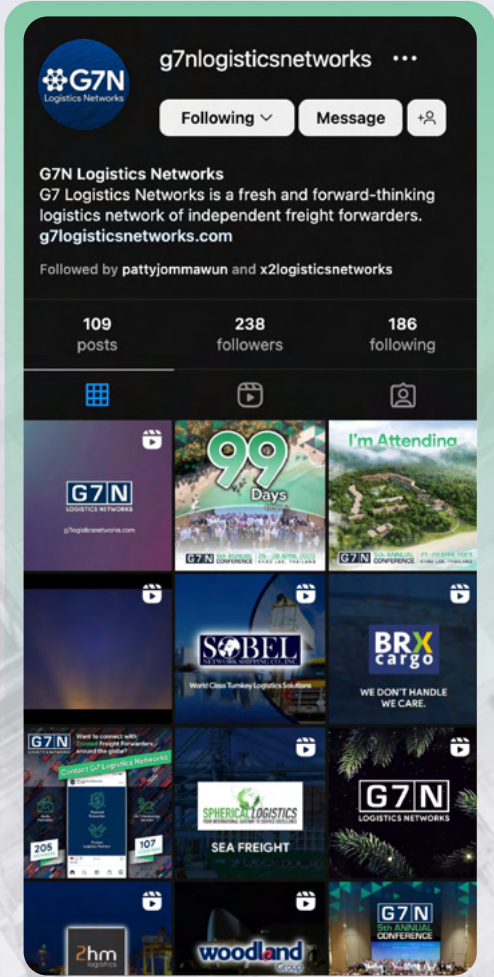
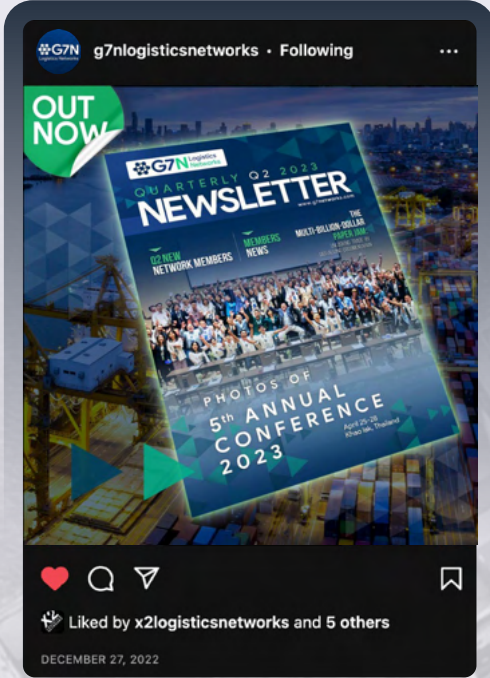
Instagram



[www.instagram.com/g7nlogisticsnetworks](https://www.instagram.com/g7nlogisticsnetworks)

We make daily updates with news from members' projects, announcements to the Network, industry articles and MORE!

Don't forget to follow us!

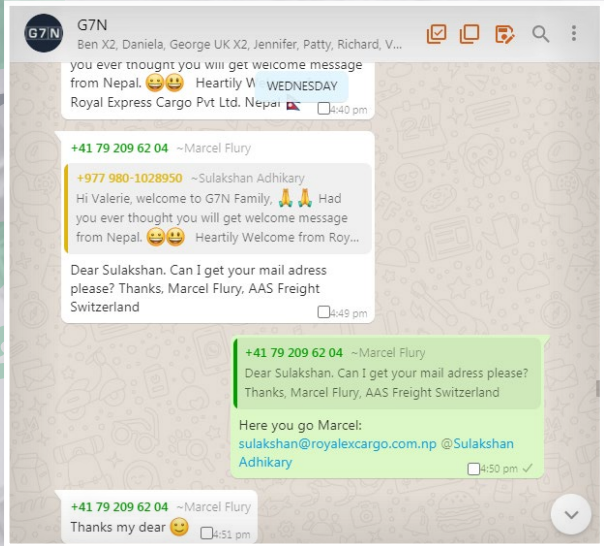
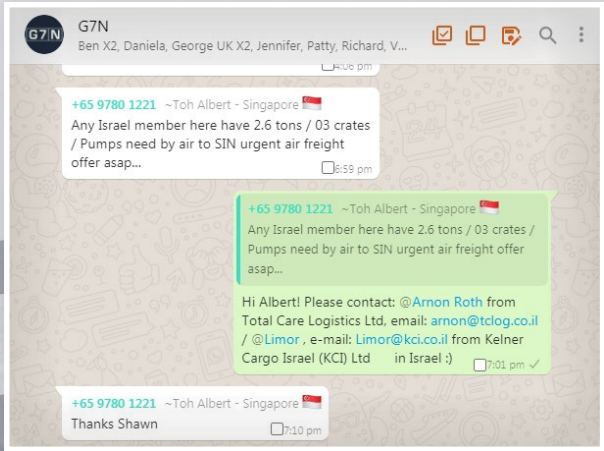


# Membership Services Interaction

## G7N Official WhatsApp Group



WhatsApp



- Interaction with members and G7N Membership Services Team
- Instant updates from members
- Request a member from specific country
- Conference communication
- Global announcements/news
- B2B approach

# Membership Services Interaction

## Calls

- Follow up calls every 3 months
- Reminder of your free benefits in the Network
- General Assistance
- Assistance in any issue within the Network (Delayed payments, communication with members, etc.)
- Global announcements/news
- B2B approach





Reduce your financial  
**RISK EXPOSURE**  
COVER IT BY  
G7 Cargo Cover

G7 Cargo Cover is a cargo insurance concept specifically developed for freight forwarders engaged in one-stop-shop logistics solutions.

# Why Accept Unnecessary Risk?

Is your customer covered?

## KEY BENEFITS FOR YOUR CUSTOMERS



Compensation up to the full insured value of your goods, regardless of cause or fault



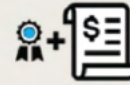
Door-to-door coverage, including loading/unloading



Insurance certificate printed by G7 Network forwarders



Full Coverage



Insurance premium added to freight invoice



Top rated Insurance company



Competitive Rate



Fast Claims Handling

**NACORA**  
International Insurance Brokers

[www.nacora.com](http://www.nacora.com)

# G7N Vendors

Connect your business instantly to over  
**210 registered G7N Networks offices**

G7N Vendors are allowed special access to the full G7N Networks membership.

As a recognized service provider you can showcase your company, products and capabilities to an audience who understands exactly what you are offering.

G7N members can extract extra value from their membership through G7N Vendors when they choose to take advantage of the services provided by our carefully selected G7N Vendors partners.

G7N Networks has 210 Member Offices in 110 Countries in 186 Cities worldwide.

As a member, attend the G7N Annual Conference and other events throughout the year and around the globe.



# G7N Vendors

Our carefully selected **G7N Vendors partners**



G7N Cargo Cover is an all-risk insurance (Institute Cargo Clauses including war and strike clauses) designed to cover any kind of cargo shipped. It covers standard commodities against accidents and mishandling or other unfortunate incidents.



Softlink Global is a leading software provider for Freight Forwarding, Logistics and Supply Chain industry. Their comprehensive product portfolio includes superior technology solutions for strategic and operational aspects of logistics business.



BoxTop Technologies is an innovative leader in the provision of freight management and supply chain software, providing technical solutions designed specifically for international freight forwarders and logistics provider.



# G7N Annual Conference

Attending **our Annual Conference**

You will enjoy:

- 1:1 Meetings
- Social events such as Cocktail Reception, Gala Dinner, Coffee & Lunch breaks, and more!
- Cargo Weekend  
[www.cargoweekend.com](http://www.cargoweekend.com)
- It's the perfect opportunity to get connected with our network members in the best networking environment - always thinking differently!
- More info: [www.g7conference.com](http://www.g7conference.com)

# G7N

## 5th ANNUAL CONFERENCE

25 - 28 APRIL 2023  
KHAO LAK, THAILAND

# G7N Annual Conference

Click to watch  
our last conference after movie:  
[youtube.com/watch?v=NqSwxij1-m8](https://youtube.com/watch?v=NqSwxij1-m8)





# Benefits of Networking

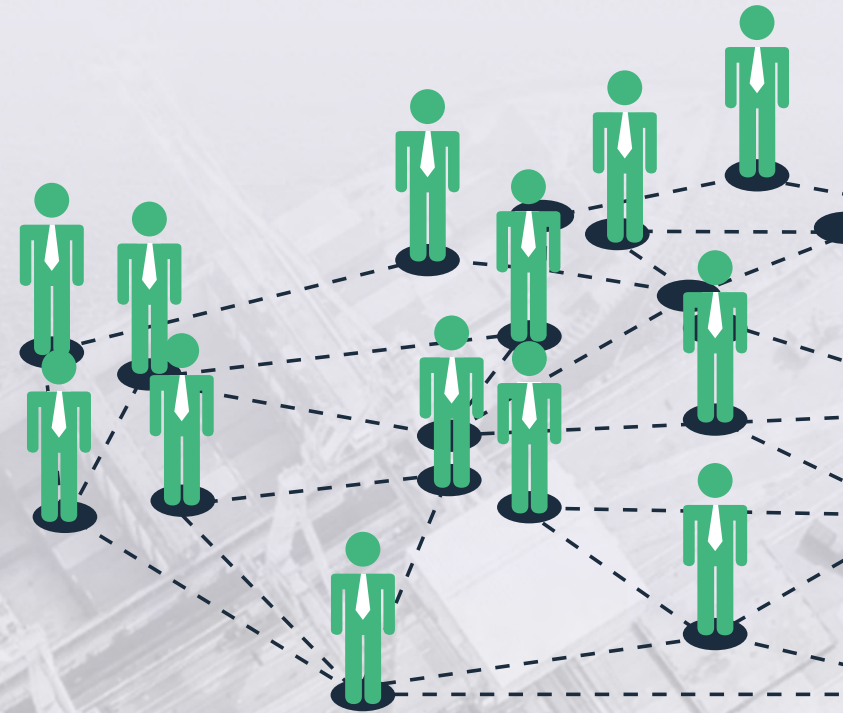
## 1. Generation of Referrals

Business owners or leaders should join networking groups and participate in networking activities as they will bring you referrals. These events gathering all your target agents & potential partners. Therefore, the best thing is these referrals you get are mostly pre-qualified for you.

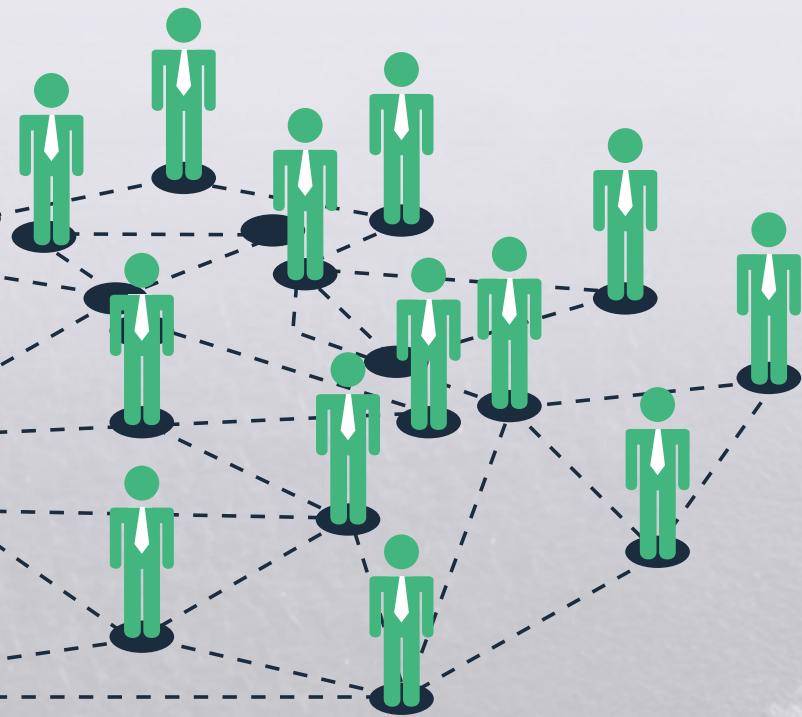
## 2. Connections

In the business world, if you want your business to thrive, you need to have enough of reliable connections. Anytime you need something, you can reach out to them and easily get some help when needed.

Through networking, you would be able to connect with highly influential people who you wouldn't be able to connect with effortlessly without the networking.



# Benefits of Networking



## 3. Opportunities

Opportunities here including partnership, client leads, speaking or brand building and many more.

A group of business owners who are highly motivated and confident also gets them enough of open opportunities. By networking with different people, you would always come across with new opportunities.

## 4. Personal Brand

Another great benefit of networking is getting noticed and being visible in your industry. The more you attend to social events and business events, the more well-known you become.

This will bring you great reputation for yourself as a supportive, reliable and knowledgeable person. When personal brand built up, you will earn enough respect amongst everyone and get referrals much more easily.

# How to increase Members' Interaction

Being involved in the Network is essential since the moment you join the community

Creating a bond and a close relationship takes time, requires patience, constant communication and sharing updates on your company or your ideas in the business.

Every time you approach to a member don't forget to:

- Ask about their business, current shipments and future projects.
- Create confidence by building a frequent communication with them.
- Meet up at the G7N Annual Conference and catch up about different discussions you had over e-mails and messages.
- Share with the community your news, awards or recent activity; it's always attractive to see companies being active in the business.



# How to increase Members' Interaction



- **Connect** with the other members through our G7N WhatsApp group by answering their inquiries or just drop a message whenever you have a request for assistance.

- Try to **answer** the other member as soon as you can give an update or information regarding a quotation, so you don't lose the opportunity to handle their shipment.

Remember that good first impressions are always important.

- Try to **minimize** the delay on payments, as this can break the relationship with a member or cause bad impact in future collaborations.



**G7N** Logistics  
Networks

**G7N Member**

**Business Alignment  
Document**



# Professionalism: It's not the JOB you do, It's HOW you DO the job!

## CONTENTS

- Market Outlook
- Network Feedback
- POV Question Yourself
- Feedback Samples
- G7 Network
- Wrap-up Concept
- Confirmation of Commitment

# G7N Network Analysis

## Defining What You Want

### Executive Summary

This document has been created to enable G7N management to identify the requirements of the network and to also ensure that all interested members are fully aware and have a complete understanding of what we are intending to create and develop.

In order for G7 Network to be successful – it requires all of the members to have the same or similar benefits and direction. The network needs to identify the clear and definitive expectations from the members and needs to ensure that the direction of the network meets those expectations.

### Defining What You Want

If you are interested in this – you will read the document. After reading this you will know if you would like to take part or to decline the offer.

In order for the management to decide on the future and direction of this network we will

require commitments from companies that are serious. Companies that have experience in this arena and know exactly what they would like from a different approach.

### No Room For The Same Thing

This is a defining moment for making a commitment for both the management of G7 Network and the members. Without the full understanding, support and commitment – this project will just become another logistics network.

There is no room for this anymore and the management of G7 Network will not continue if this is the direction we feel this will follow. It takes a lot of hard work and investment to do something right and professional and in order to lead this development with unconditional force requires belief. We believe that this is what is needed for a new network. And our experience and knowledge has defined the direction on this venture. It is now up to you to decide.

# The G7N Network Market Outlook

In order for us to have a full understanding of what we are trying to achieve by being part of a network we must understand the market in which we are working and the issues we face. From there we can understand what we need and then create it.

There are over 100,000 freight forwarders in 190 countries worldwide.

However; there are 10 or so of the largest multi-nationals dominating over 40% of the global freight market and each year they are gaining further market share. A continuation of this trend will mean that in just under 30 years there will be considerable casualties and this could mean that over 30% of the small to medium independent freight forwarders will disappear.

## So why is this happening?

- The inability to provide reliable and quality door to door services to our customers
- Working with unproductive agents and regular business reciprocation
- Experiencing problems - unreliable and unresponsive agents
- We encounter poor quality services from other agents
- Payment delays or non - payment of invoices
- Having an unknown brand name or not being recognized globally by potential customers



# The G7N Network Market Outlook

## So why is this happening?

- We require a professional, global platform of dynamic companies
- We need to identify trustworthy and capable partners that we can rely upon
- We need to manage the companies to strict rules and guidelines
- We need to have a secure system to ensure that business is conducted without financial loss
- We must have a discipline and cooperative network
- We must cultivate a culture of reciprocation and strategy based partnerships

- We must work under a globally recognized brand name
- We must work with long term reliable partners to ensure long term success
- The network must only select the best agents that are serious about this concept

## Members must be

- Well managed and professional
- Financially Solvent
- Have good solid business volumes
- Have a good credit history
- Have a well established reputation in the market

# Network Feedback and POV

The purpose of this document is to identify the POV's of each member considering joining G7N Network.

As with any industry – there are many different ideas that individuals and companies may have when it comes to what they would like to see or have in assisting them in their business.

Freight forwarder networks are designed to assist the members in developing business and assisting them in finding good quality agents to work with in markets that they may not normally have partners or to assist them in seeking new partners in areas where they require a better service or response.

There are many networks out there. Many networks have been successful and delivered on their promise.

Many have not and many have changed direction. Most networks are a listing in a website and a financial protection scheme. Many are competing with in their own markets.

In order for G7N Network to be successful – it requires all of the members to have the same or similar benefits and direction. The network needs to identify a clear and definitive expectation from the members and needs to ensure that the direction of the network meets those expectations.

There are several Network types. These can be categorized and the benefits can be related to each type.

# Question Yourself

It is easy for everyone to comment on what they like or do not like in regard to the existing network memberships. But have you really thought through what your expectations are or really checked on whether or not your goals are aligned with the network you are in?

- What is your expectation of being part of a network?
- What do you feel is missing or not being achieved in your current membership?
- Do you have a business plan related to your network membership?
- Is your business plan aligned with other members of the network you are in?

- Do you have clear and specific goals from being a member in your network?
- What structure in your current membership is missing?
- If you could design a network and the policy of the network what would you create as being the ideal format?
- What are your key reasons for joining a network?
- Please list your top 5 strategies for joining a network

**If you are unable to identify clearly about your direction within a network – then how can you measure its success?**

# Common Feedback

There are always different viewpoints when it comes to a membership of a network. There are always different mindsets and reasons for joining. If all of the mindsets of members are different – then the results from the network will be different also.

In order to justify the direction of any business the structure has to be based around the feedback, experience and understanding of what members want, what they are happy with and what they are not satisfied with.

## Examples of mixed/common feedback to date

(Source from selected companies with at least 5 Years' experience as members in different networks)

## Issues with existing Large Networks

- Lack of finding like-minded agents that have commitment to long term relationships
- Competition between members within the same markets
- Quality of agents is compromised
- With many types of member mindsets and cultures-always difficult to find likeminded partners with the same mentality
- Many examples of unprofessional or slow responses – quality issues
- Many agents are unwilling to try new agents in markets they are already working in.

# Common Feedback

- Low retention rate of memberships – means high turnover of replacement companies – which effects quality.
- Difficult to move forward into a more dynamic approach and strategy with partners
- Higher rate of disputes or slow payments
- Spamming prevalent from certain markets with lots of members, e.g China
- Unproductive meetings at conferences – more of a business card swapping exercise
- Focus is on commercial advertising rather than creating real professional long-term partnerships.
- Too big to create a dynamic network framework

## Feedback Conclusion

There is still a need for a professional run and well managed network. There are no more requirements for a large networking association – it already exists and should not be replicated. There is a requirement to create something more dynamic and controlled – a network that has a focus and a network where all of its members are aligned with what they want.

# G7N Network Conclusion

It is quite clear that for a new network to hold a professional position and to be able to provide a definitive and effective proposition for its members – the companies that take part must have the same mentality and mindset.

One goal and one vision. Anything less will mean that the network is just the same as any other network out there. In which case this project should go no further.

The requirements of the members must be aligned and the reasons for being part of the network have to be defined, agreed and implemented.

The members must represent not only themselves but also the network – One Brand mindset.

All members have to be passionate and all must want to create a niche group who are intellectually & professionally inclined to the same thought processes.

We must intend to associate ourselves with only good, well respected companies in all markets and we must be only interested to associate ourselves with companies of good repute in their respective regions.

**Based upon the common feedback and discussion with interested member companies - The top directives of G7N Network should be:**

- To have a semi-exclusive membership in each city and depending on the market.
- All the members have to be interested in developing the Network and trawling companies must be excluded. All members should work for the interest of making the Network grow and not focus on just their own benefits
- Members to develop strategic business together – within the group – and must show their willingness and ideas to do so upon joining.

# G7N Network Conclusion

- Members must assist in the development of the network by bringing in good agents from markets they are currently working in – who share the same values as them. The development of this network can only be successful with the assistance and help from everyone.
- All members must have a dedicated resource to G7N Networks to ensure a focus on developing and reacting to the business between one another. Dedicated emails and telephone no's and contacts.
- In order for the group to develop each member has to understand the importance of being competitive at the same time as being highly service minded. The group will not work if there is no focus on long term development of relationships and cross trade reciprocation.

- Members will be empowered to have input into the direction of the network and will assist in its development with the management.
- Strict monitoring of quality and service based upon feedback form members will allow us to decide upon replacement agents in markets that the group feel are not meeting their responsibilities within the network
- The network needs to focus on combining its shipments for the very best rate negotiations with carriers which can then be rolled out and used to benefit the members of the group.
- The mentality of the members has to be focused as one in order for us to be able to compete with the multinationals.

# G7N Network Conclusion

- Our annual meeting should not only be used for one on ones – it should allow time for all members to present on strategy, issues faced within the network and how we can improve the business together as one.
- Our conference should not be about sponsorships, awards and booths – it should be professional and everyone in the network should already know who is in the group and who they want to do business with.
- G7N Network should be able to reach the ability to be strong enough to go and win business on behalf of the group as a global freight and logistics provider. All business will be put through the network and monitored.
- Regular Quarterly reviews must be conducted with each member in each market to have a 360 degree discussion on progress, issues and idea sharing.

- Ambassadors will be assigned within the group to take responsibility and assist the management with implementing the directives of the group. We will all take active roles in the development. This will also show the commitment from its members
- A shared IT/Ecommerce platform for the network should be specified and developed. A shared IT system within the network will be a great benefit – if the functionality is agreed and specified by all member's – Complete buy in will require shared costs by all members of the group. This system will be our platform and designed by us.



[www.g7logisticsnetworks.com](http://www.g7logisticsnetworks.com)



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