Forward Van Lines

International moving partner support
South Florida origin and destination services
FMC # 032110N | US DOT # 3276145 | ICC MC # 1035065

CONVENTION FOLLOW-UP

IAM Meeting & Partner Follow-Up Guide

A practical guide for turning IAM conversations into clear next steps, quote requests, and recurring partner relationships.

What We Want to Learn at IAM

- Which South Florida markets or lanes the partner needs help serving.
- Whether they need origin service, destination service, survey support, storage, crating, or recurring branch-level support.
- How they prefer customer communication to be handled.
- Whether they are looking for one shipment support, a recurring lane, or a broader strategic relationship.

What We Can Provide After the Meeting

- Partner quote desk instructions and shipment-detail checklist.
- South Florida capability statement and service scope overview.
- Origin/destination agent discussion and service model.
- Follow-up call with Guy, John, or Rafael Van Leeuwaarde through the IAM portal.
- Rate and service-scope conversation for repeat partner work.

Recommended Next Step

After a strong IAM conversation, the partner should submit shipment details through the International Moving Quote Desk or book a follow-up meeting with the appropriate Forward Van Lines contact. The goal is to leave every promising conversation with a clear owner, service need, and next action.

Portal Actions

- **Book Guy, John, or Rafael Van Leeuwaarde**
- **Submit partner details**
- **Download partner PDFs**
- **Request an international quote**
- **Review service model pages**

Meet Forward Van Lines at IAM 2026

Use the IAM partner portal to book time with Guy Maman, John Hamilton, or Rafael Van Leeuwaarde and send partner details for follow-up.

forwardvanlines.com/partners-and-affiliates/iam-2026/