

**Client:** LJM Group

**Date: 2.24.20**

*Facebook/LinkedIn/Twitter Content with Dates*

**Month Range: March 2020**

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| M | D | Content, Link, Etc. |
| 3 | 02 | Ship in the know and ship in the now. Reference LJM Group as your go-to source for industry news, cost saving strategies, and up-to-date practices that you can trust. Get the news here: <https://myljm.com/news/newsletters/> #LJMGroup #MarchNews |
| 3 | 04 | LJM Exclusive: Our EVP Thomas Andersen shares strategy on 6 items to negotiate with FedEx and UPS in 2020 on @PARCELmedia:  1. Rate Cap  2. Additional Handling – Weight Surcharge  3. Fuel Surcharge  4. Delivery Area Surcharges  5. Third-Party Billing  6. The list rates for UPS SurePost  Go here for a more in-depth look at these negotiating factors: <https://parcelindustry.com/article-5395-Six-Items-to-Negotiate-with-FedEx-and-UPS-in-2020.html> (LJM link when posted) |
| 3 | 06 | Are you a retailer? According to @ZebraTechnology’s 2019 Intelligent Enterprise Index study, retail only trails healthcare, as 70% of retail respondents are expected to deploy IoT solutions in 2020. Don’t fall behind, go with LJM and join in on the intelligence: <https://myljm.com/rate-shopper/> |
| 3 | 09 | At LJM, we don’t fall asleep on the job. On National Napping Day, we’ll help you successfully negotiate your small parcel contracts with the top Carriers so you can happily take your siesta: <https://myljm.com/parcel-analysis-rate-negotiation/> |
| 3 | 11 | LJM is heading to @RetailX! Check out its new program called MatchMakers, a highly focused form of B2B networking. We can’t wait to match with you: <https://myljm.com/upcoming-tradeshows/>  #tradeshow #LJMGroup #Shipping #parcel #logistics #supplychain |
| 3 | 13 | Team Member Spotlight: Shout out to our Director of Sales Sue Jaycox! Having coached and trained multi-level skill sets supporting all areas of the sales process, when Sue succeeds, so does LJM! <https://myljm.com/about-us/> |
| 3 | 16 | Share with the college students pursuing a career in the shipping, logistics, or supply chain field in your life to apply to our Movers and Shakers scholarship and make a change in the industry today with some help from LJM: <https://myljm.com/scholarship-fund/>  #myLJM #MoversAndShakers #Scholarship |
| 3 | 18 | The top carriers’ rates are always changing, but how they set their prices remains consistent. The determining factors are:   * Customer Needs * Cost * Conditions * Competition * Comprehension   Learn how to use these factors to your advantage with LJM: <https://myljm.com/free-analysis/> |
| 3 | 20 | Spring is officially here! Have you cleaned up your parcel invoice yet? Our comprehensive parcel invoice auditing services will bolster your profits: <https://myljm.com/small-parcel-shipping-invoice-audits/> |
| 3 | 23 | Track with confidence, track with precision. Check out our Tracking Concierge service and request a demo today: <https://myljm.com/tracking-concierge/> |
| 3 | 24 | March Newsletter post – Julia to supply art |
| 3 | 25 | Article #1 - Julia to supply art |
| 3 | 27 | Article #2 – Julia to supply art |
| 3 | 30 | Why are you paying for a service you’re not sure about? Come to LJM and experience our parcel invoice auditing services for FREE with a complimentary 30-day trial: <https://myljm.com/free-analysis/> |