

# SPRINT TO DISTRICT

## Planner



**FEARLESS**

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# SUCCESS SYSTEM

## 1. FIELD TRAINING

- How to give a great presentation
- How to answer most common questions
- Learn how to guide clients in different situations

## 2. TRAINING BENEFITS

- Knowledge & Experience
- \$1,000 Bonus + FREE iPad
- District Promotion (Highest contract to start)

## 3. STATE CLASS

- Complete Temporary License Certification (ONLINE)
- Get Permanent Licensed once you are allowed to Test by the State.


## 4. FIELD TRAINER

- No Knocking Doors
- No Cold Calling
- Trainers are the highest paid people in Primerica

## GET TEMP. LICENSED

- Complete a minimum of 3 Visits to Access Temp. License Certification
- Complete Training = 3 X 3,000
  - 3 Business Partners
  - 3,000 AP = 3-4 Life Clients
- \$300 Bonus Once Temp Lic Issued
- District Promotion & Make Money

## GET PERMANENT LICENSED

- Pass your State Exam with 70%
- Complete Finger Prints
- \$950 Bonus Once Perm Lic Issued
- 3,500 AP (3-5 Clients) = Free iPad 
- Become RVP within 6-12 months

\$83mo. Life Insurance Policy X 12 Months = 1,000 in Annual Premium

# \$1,250 Bonus + State License Fees Paid

	Units	Monthly Premium
<b>Primary</b>	400	\$64.51*
Custom Advantage 35	400	\$64.51
<b>Spouse</b>	400	\$56.24
Custom Advantage 35	400	\$56.24
Child Rider	10	\$6.18
<b>Total Policy</b>	<b>\$810,000</b>	<b>\$126.93*</b>

Level	Personal
REP	\$359.39
SRP	\$503.15
DIS	\$718.80
DIV	\$862.56
REG	\$1,006.32
RVP	\$1,581.35

**\$863**

## SCRIPT FOR SETTING UP APPTS OVER THE PHONE OR BY TEXT MESSAGE

**Recruit:** Hello \_\_\_\_\_, this is \_\_\_\_\_. How are things going? (short conversation)

I'm getting my license in the state of TX and I need your help with 20 minutes of your time to complete my state training. Would Today or Tomorrow be better for you guys to HELP me via ZOOM? (WFA) (Video Conferencing App)

Would 6:00 p.m. or 8:00 p.m. works better? (WFA)

Thank you very much! This is very important to me; can you please write down on your calendar, so you don't forget? Perfect!!! Also Please download the APP ZOOM because I'm going to send you the access code!

### \*HOW TO ANSWER THE MOST COMMON QUESTIONS

#### **What is this about?**

It's about Money & Finances but is complicated to explain over the phone, that is the reason why I would like to meet over ZOOM so you can see it as well, would Today or Tomorrow be better for guys?

#### **Does my husband or wife need to be there?**

Yes, I really need both of you to be present in order to count for my training. Can you help me Today or Tomorrow?

6:00 pm or 8:00 pm is better for you guys?

## SCRIPT FOR FUTURE ASSOCIATES OVER THE PHONE OR TEXT MESSAGE

**Recruit:** Hello \_\_\_\_\_, this is \_\_\_\_\_. How are things going? (short conversation)

I just started working with a new company! They are expanding, and they asked me if I knew someone honest and responsible and I thought of you! Are you interested in making an extra income? Do you have 20 minutes today to Jump on ZOOM and explore the options?

#### **If they ask; What is it? How much they pay? Is it commission only? What are the hours?**

It's a Financial Services Company, but it is better for them to go over all the details with you. Do you have 20 minutes today to Jump on ZOOM and explore the options?

\*\*\*\* **Contact your trainer ASAP**\*\*\*\*

### WHEN SCHEDULING YOUR APPTS:

- Be Excited / Use the script.
- The goal is to Finish your 3 Training Visits within the next 48hrs
- Maintain a high level of communications with your trainer
- **Appointments never cancel, they only reschedule!**
- **TARGET MARKET:** Couples, with children (younger than 18) and with Stable income



Contact	Phone #	Married	Children	Job	Scheduled for:
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
12.					
13.					
14.					
15.					

**TARGET MARKET:** 1. Married 2. Children (Under 18) 3. Stable Income

### 3 THINGS WINNERS DO:

- They book their 3 Training Visits ASAP
- They don't Allow Friends & Family to Discourage them
- They don't Miss Trainings / Stay Plugged in

LOGIN AT [WWW.PRIMERICAONLINE.COM](http://WWW.PRIMERICAONLINE.COM) OR [PRIMERICA APP](#)

Solution #: \_\_\_\_\_

Password: \_\_\_\_\_

**\*\*\*Important\*\*\***

- Download **Primerica App**. To check how much Bonus Money you've Banked
- Download **Zoom App**. For Online Trainings
- Download **GroupMe App**. To stay connected with the Leadership Team

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
<b>WEEK 1</b>		TRAINING 7:30 PM					Completed 3 Training Visits
<b>WEEK 2</b>		TRAINING 7:30 PM					3 Rec. X 3,000 and Certification
<b>WEEK 3</b>		TRAINING 7:30 PM					Temp License District Promo
<b>WEEK 4</b>		TRAINING 7:30 PM					Bonuses FREE iPad Make Money

**MONDAY NIGHT AGENDA - 7:30pm SHARP!**

- |                                |                                  |
|--------------------------------|----------------------------------|
| 15min - Business Overview      | (Invite your friends to Watch)   |
| 40min - Mini Financial Seminar | (Learn How Money Works)          |
| 5min - Announcements           | (Don't miss out Monthly Contest) |

## OUR MISSION STATEMENT:

“Help Families Become Properly Protected, Debt Free and Financially Independent.”

## OUR GOAL:

“Help You Become a Financially Independent Family.”

## OUR COMMITMENT:

“Create a Positive Working Environment, Give All the Support you need to complete your Training, get your License and Help you Achieve all your Goals & Dreams.”

## YOU HAVE HOME OFFICE FULL SUPPORT

