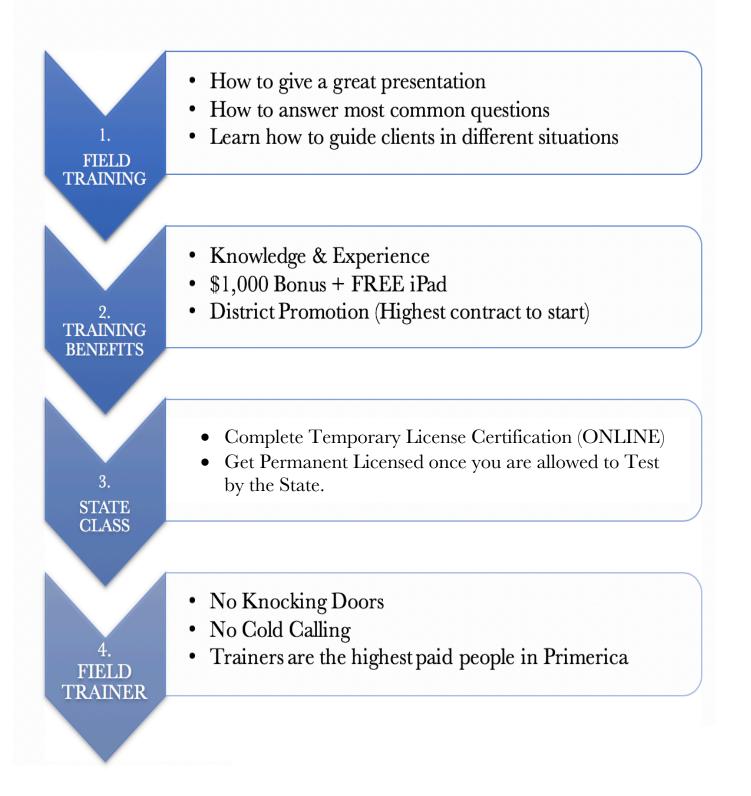
SPRINT TO DISTRICT Planner



For internal use only. Not to be used with, or distributed to the public.

SUCCESS SYSTEM

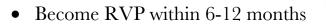




- Complete a minimum of 3 Visits to Access Temp. License Certification
- Complete Training = 3 X 3,000
 3 Business Partners
 3,000 AP = 3-4 Life Clients
- \$300 Bonus Once Temp Lic Issued
- District Promotion & Make Money



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



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

\$1,250 Bonus + State License Fees Paid

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

	Personal	Level
	\$359.39	REP
	\$503.15	SRP
$\overline{}$	\$718.80	DIS
4969	\$862.56	DIV
>\$863	\$1,006.32	REG
	\$1,581.35	RVP

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	Childr	en	Job	Scheduled for:
1.	Contacts	Phone #	Married	Kids	Job	Open Mind S	Scheduled for:	Results		
2.	1.									
2	2.									
3.	3.								_	
4.	5.									
	6.								_	
5.	7.									
-	8.									
6.	9.									
7.	10.									
	11.									
8.	12.									
	13.									
9.	14.									
	15.									
10.										
11.										
12.										
13.										
14.										
15.										

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

<u>3 THINGS WINNERS DO:</u>

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

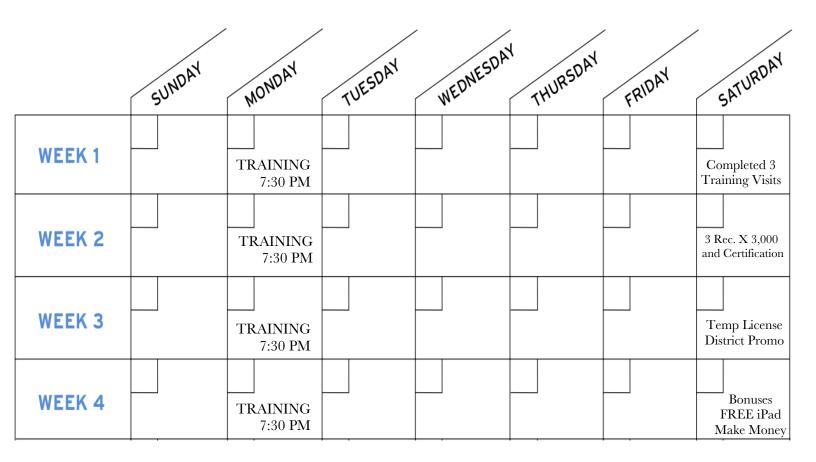
LOGIN AT WWW.PRIMERICAONLINE.COM OR PRIMERICA APP

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



MONDAY NIGHT AGENDA - 7:30pm SHARP!

15min - Business Overview40min - Mini Financial Seminar5min - Announcements

(Invite your friends to Watch)(Learn How Money Works)(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

