

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 a minimum of 3 Training Visits to obtain Website Access to complete Temp. License Certification
- Schedule State Exam

4. FIELD TRAINER

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

The Field Training Bonus

FIELD TRAINING BONUS

**PLUS \$100
IN MARCH &
APRIL ONLY**

\$300
~~\$200~~ CREDIT FOR **EVERY** 1 RECRUIT X \$1,000
 FIELD TRAINING OBSERVATION PREMIUM IN MARCH & APRIL

ACTIVITY		BONUS CREDIT
1 X \$1,000	<div style="border: 1px solid black; padding: 2px; display: inline-block; margin-bottom: 10px;">PERMANENT</div> <div style="font-size: 2em; font-weight: bold; margin-bottom: 10px;">+</div> <div style="font-size: 2em; font-weight: bold; margin-bottom: 10px;">LIFE LICENSE</div> <div style="font-size: 2em; font-weight: bold; margin-bottom: 10px;">=</div>	\$200 \$300
DISTRICT 3 X \$3,000		\$600 \$900
5 X \$5,000		\$1,000 \$1,500 FREE IPAD
10 X \$10,000		\$2,000 \$3,000
Keep Going!		LIMITED TIME!

WHAT WILL YOUR BONUS BE?

RECEIVE AN EXTRA \$300 BONUS FROM YOUR RVP BY COMPLETING 3 X \$3,000 & GETTING TEMPORARY LICENSE

* Primerica BONUS will be paid out to you as soon as you get permanent license by passing the exam

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

	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*

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 to connect via ZOOM? (WFA) (Zoom is a 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 can see it as well, would Today or Tomorrow be better?

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?

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 meeting to 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

This Week

Monday	10:00	12:00	2:00	4:00	Training @ 7:15pm	
Tuesday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Wednesday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Thursday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Friday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Saturday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Sunday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.

Next Week

Monday	10:00	12:00	2:00	4:00	Training @ 7:15pm	
Tuesday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Wednesday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
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Saturday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.
Sunday	10:00	12:00	2:00	4:00	6:00 p.m.	8:15 p.m.

REGISTER IN 24 HRS TO RECEIVE \$50 IN BONUS :

www.primericaonline.com

Solution #: _____

Password: _____

Important

- Download **Primerica App**. To track your progress
- Download **Zoom App**. For Online Trainings
- Download **Groupme App**. To stay connected with the Leadership Team

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
WEEK 1		TRAINING 7:00 PM Meeting ID: 244-317-7567					Completed 3 Training Visits
WEEK 2		TRAINING 7:00 PM Meeting ID: 244-317-7567					3 Rec. X 3,000 and Certification
WEEK 3		TRAINING 7:00 PM Meeting ID: 244-317-7567					Temp License District Promo
WEEK 4		TRAINING 7:00 PM Meeting ID: 244-317-7567					Bonuses FREE iPad Make Money

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

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

