

# RENEWALS\$

UNIVERSITY



# DAY 1 SUCCESS MINDSET, ACTIVITY AND PHONES

## BULLET POINTS:

- OUR INTENTIONS AND EXPECTATIONS. YOU DELIVER WE DELIVER SCHEDULE, CULTURE, CONTRIBUTION,
- SETTING YOURSELF UP FOR SUCCESS, AM ROUTINE.
- HOW YOU DO ONE THING IS HOW YOU DO EVERYTHING. PLAY WITH PRIDE.
- S.M.A.R.T. GOAL TRIPLE C'S / JUNGLE THEORY / BIG DREAMS REQUIRE BIG SACRIFICE
- HOW TO MAKE MONEY HERE - PROCESS OVER PREMIUM - RYG SYSTEM, MOUND OF DIRT OZ OF GOLD.
- TEAM DAILY ACTIVITY QUOTA 300 DIALS OR 3 SITS
- TEAM WEEKLY PRODUCTION STANDARDS DEAL A DAY = 9,000 ALP 4500 INCOME
- HOW TO MAKE A POSITIVE FIRST IMPRESSION ON PHONES 4 SECONDS TO IDENTIFY YOURSELF AS A PRO.
- PHONES DATA 30/1 CALL TO CONTACT RATIO, BOOKING RATIO SHOULD BE +75%, SHOW RATE SHOULD BE 50%
- TRAINING PAY/RELEASE AND HOMEWORK AND GOALS.
- MOBILE PLANET SET UP/ CALLING FOR TRAINER.
- PHONE TRAINING.

## BEST PRACTICES SCHEDULE:

Monday

11:30 am -12:00 launch call (WAR ROOM)

12:00-1:00 RENEWAL\$ UNIVERSITY (TRAINING ROOM)

1:00-2 PRACTICE PHONE SCRIPTS

2-3 FORUM CALL

## TODAY'S HOMEWORK

- 🌀 **ROLE PLAY PHONES SCRIPTS/PH REBUTTALS WITH A BUDDY.**
- 🌀 **SEND SMART GOALS TO TRAINER. (INCLUDE \$ NEEDS AND WANTS)**
- 🌀 **LINE UP CODE (SELF ACTIVATION)**





# DAY 2 A1-A8

## BULLET POINTS:

- A1-A8 THE HOW THE WHAT THE WHO
- 3 THINGS EACH CLIENTS THINKING WE NEED TO PROACTIVELY BEAT / ESTABLISHING & MAINTAINING CONTROL.
- THE DIFF BETWEEN A VET INTRO / WILL KIT / PLUS LEAD INTRO AND POS INTRO.
- HOW AND WHY TO BUILD SOLID RAPPORT. F.O.R.M.
- GO THROUGH HP PRO / NO COST BEN.
- TEACH VETERAN CATCH UP PROGRAM.
- PLUS LEADS 101 DIGGING DITCHES.
- ALL THE TOP PRODUCERS WORK 50%+ PLUS LEADS
- ASSUME PLUS LEADS NEVER ASK. / HOW TO USE TEXT FEATURE IN HP PRO
- ENDORISING / ACTIVATING PLUS LEADS
- IMP OF ROLLING A REF AND HOW TO.

## BEST PRACTICES SCHEDULE:

Tuesday

11:30 am -12:00 launch call

12-1 RENEWAL\$ UNIVERSITY

1:00-3 ROLEPLAY A1-A8

## TODAY'S HOMEWORK

- 🌀 **ROLE PLAY A1-A8 AND I WANT TO THINK ABOUT IT.**
- 🌀 **MAKE 100-150 DIALS FOR TRAINER (OPTIONAL)**





# DAY 3 B1-B3

## BULLET POINTS:

- TALK ABOUT IMPORTANCE OF PROACTIVELY BEATING THREE MOST COMMON OBJECTIONS THINK ABOUT IT/DONT NEED IT/CANT AFFORD IT. (AND OZ OF PREVENTION IS WORTH A POUND OF CURE.)
- HOW TO BUILD A PLAN MAINTAINING AN AVG OF \$1500 ALP QUICKLY
- HOW TO CALC RATES USING SIMPLE MATH. (REC SHOULD ALWAYS BE \$170ISH ENHANCED SHOULD ALWAYS BE \$200ISH (UNLESS THEIR INCOME IS LESS THAN 2K A MONTH THEN REC SHOULD BE AROUND \$90ISH AND ENHANCED \$125 ISH
- HOW TO UNDERWRITE QUICKLY TO IDENTIFY UNINSURABLES.

## BEST PRACTICES SCHEDULE:

WED

11:30 am -12:00 launch call (WAR ROOM)

12-1 RENEWAL\$ UNIVERSITY(TRAINING ROOM)

1-2 HOMEWORK

2PM MARKET TRAINING CALL

## TODAY'S HOMEWORK

- 🎯 ROLE PLAY B1-3
- 🎯 WATCH HP PRO WORKSHOP
- 🎯 MAKE 100-150 DIALS FOR TRAINER (OPTIONAL)





# DAY 4 C1-C4

## BULLET POINTS:

- SELLING THE SIZZLE OF THE BENEFITS.
- LAST FOUR LETTERS OF ENTHUSIASM I. A. S. M. = I AM SOLD MYSELF!
- A71 DENOMINATION BREAKDOWN SINGLE, DOUBLE ETC
- FACTS ABOUT FOC DIF BETWEEN TERM AND WL
- WHY THEY STILL NEED IT EVEN IF THEY ALREADY HAVE COVERAGE
- WHAT TO PITCH SENIORS VS NON SEN (SHOW BOTH EX'S)
- SGWL BREAK DOWN.
- CASH VALUE EXPLANATION
- HOW TO SELL THE LIVING BENEFITS / PAID UP VALUE OF WHOLE LIFE / LPU65
- A GOOD PRESO MAKES CLOSING EFFORTLESS A BAD PRESO MAKES CLOSING IMPOSSIBLE
- DOUBLE UP SPECIAL HOW TO

## BEST PRACTICES SCHEDULE:

THUR

11:30 am -12:00 launch call (WAR ROOM)

12:00-1:00 RENEWAL\$ UNIVERSITY(TRAINING ROOM)

1-2 ROLEPLAY

2PM NATIONAL RECO CALL (MARKS ZOOM)

## TODAY'S HOMEWORK

 **ROLE PLAY C1-C4.**

 **MAKE 100-150 DIALS FOR TRAINER (OPTIONAL)**





# DAY 5 D1-D5 COMPLETING A PRESO

## BULLET POINTS:

- TWO OPTION CLOSE REC AND COMP \$170 / \$180
- POWER OF TAKEAWAY PSTA
- DEF OF SALES
- FIRST RULE OF CLOSING
- ULTIMATE CLOSES WHY WHAT HOW TO DOWN CLOSE PROPERLY
- IMPORTANCE OF WATCHING SALES CONTENT DAILY
- IMP OF ROLE PLAYING DAILY
- PRO'S PRACTICE TILL THEY CANT GET IT WRONG
- MAKE SURE CODED AND NON RES APPLIED FOR.
- RELEASE CHECKLIST
- QUALITY SOLIDIFICATION MODS AND BULLETINS
- NICKS MAJOR KEYS - THINK AND DREAM BIG, COMMIT, BE COACHABLE, MAX OUT CURRENT CONTRACT ALWAYS KNOW HOW TO MOVE UP, DIG THROUGH THE DIRT, IGNORE CRITICS, FIND OUT WHOS AT THE TOP AND LEARN WHAT THEY KNOW
- PROMOTIONAL TRACK
- HP PRO / EAPP WORKSHOP

## TODAY'S HOMEWORK

- 🌀 **ROLE PLAY D1-D5 + REBUTTALS & DOWNCLOSING.**
- 🌀 **MAKE 100-150 DIALS FOR TRAINER (OPTIONAL)**
- 🌀 **COMPLETE ONE FULL RECORDED ZOOM PRESO WITH A BUDDY, UPLOAD TO DRIVE AND EMAIL LINK TO TRAINER TO GRADE (BY SAT)**

## BEST PRACTICES SCHEDULE:

**FRI**

11:30 am -12:00 launch call(WAR ROOM)

12:00-1:00 RENEWAL\$ UNIVERSITY(TRAINING ROOM)

1-2 EAPP / HP PRO WORKSHOP (TRAINING ROOM)

2PM SALES MASTERCLASS CALL





# RELEASE CHECKLIST

1. HOW TO ROLL PLUS LEADS / PLUS LEAD PRESO INTRO / ZOOM DOMINO.
2. ROLE PLAY D2-D4 + THINK ABOUT IT REBUTTAL + DOWN CLOSE
3. TEAM STANDARDS, EXPECTATIONS.
  - WINNING ATTITUDE. **NO NEGATIVITY ALLOWED.**
  - DIAL LIVE ON ZOOM, SHOW UP FOR LAUNCH CALLS.
  - RECORD PRESOS WEEKLY AND SEND TO MANAGER.
  - 5-10 SALES 1<sup>ST</sup> MONTH, 10+ SALES 2<sup>ND</sup> MONTH, 20+ SALES 3<sup>RD</sup> MONTH 50% PLUE LEADS.
  - 250+ POINTS DAILY (**NEVER BE BELOW 100 OR LEADS MAY GET REMOVED**)
1. HOW TO SOLIDIFY, COMPLETE HP PRO PRESO.
2. HOW TO HANDLE A DOUBLE UP SPECIAL.
3. LEADS MANAGEMENT. HOW TO GET FRESH LEADS.
4. CODED (**CLOSED AT LEAST 1 PERSONAL REF**).
5. WATCHED AT LEAST 5 PRESOS AND 2 SALES.
6. PASSING GRADE ON FULL PRESO FROM TRAINER.
7. FAMILIAR WITH TRIAL LIST.
8. **AT LEAST TWO EAPP DROP DOWNS LOADED.**
9. HOW TO USE AGENT SUCCESS TRACKER/HP PRO GAMEPLAN.
10. DO YOU KNOW HOW TO GET PROMOTED?

