

# NEW AGENT TRAINING GUIDE





# WEEK 1





# DAY 1 WEEK 1 (Monday)

## BULLET POINTS:

- 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 STANDARDS 250 DIALS / 4 SITS / 2 SALES
- TEAM WEEKLY PRODUCTION STANDARDS 4000 ALP 50% FROM PLUS LEADS
- 3 THINGS EACH CLIENTS THINKING WE NEED TO PROACTIVELY BEAT / ESTABLISHING & MAINTAINING CONTROL.
- HOW AND WHY TO BUILD SOLID RAPPORT. F.O.R.M.
- TRAINING PAY/RELEASE AND HOMEWORK AND GOALS.
- TECH SET UP.
- PHONE TRAINING REFRESH. (FOCUS ON FLIPS, BUT WANT TO HAVE AT LEAST 6-8 PRESET)

## BEST PRACTICES SCHEDULE:

Monday

10:30 SCRIPT CHECK IN NICKS OFFICE

11:30 am -12:30 launch call (in ao infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 RECAP WITH TRAINER / FLIP AND RIP

2-3 FORUM CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 **POST RECRUITING AD ON SOCIAL MEDIA.**
- 🎯 **ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.**
- 🎯 **SEND SMART GOALS TO TRAINER. (INCLUDE \$ NEEDS AND WANTS)**
- 🎯 **SET UP PHOTOS IN PLANET/ZOOM.**
- 🎯 **SEND ADMIN YOUR PHOTO FOR PERSONAL SOCIAL MEDIA AD.**





# DAY 2 WEEK 1 (TUE)

## BULLET POINTS:

- WHAT ARE NO COST BEN.
- FAMILY INFO GUIDE - VET PROBATE STORY
- PLUS LEADS 101 DIGGING DITCHES
- ASSUME PLUS LEADS NEVER ASK. / HOW TO USE TEXT FEATURE IN HP PRO
- IMP OF ROLLING A REF AND HOW TO.
- THE DIFF BETWEEN A VET INTRO / PLUS LEAD INTRO AND POS INTRO.
- WHATS A NO SHOW CALL BACK
- HOW TO USE MOBILE PLANET / RS APPTS
- CALENDLY
- HOW TO STRUCTURE YOUR DAY / SUCCESS CHECKLIST
- POWER OF MOMENTUM

## BEST PRACTICES SCHEDULE:

Tuesday

10:30-11:30 WATCH POWER HOUR TRAINING VIDEO

11:30 am -12:30 launch call (in ao infinite zoom office)

1-3 FLIP AND RIP w / TRAINER

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## FIELD SUPPLIES LIST.

**STEP 1:** GO TO PLANETALTIG.COM

**STEP 2:** CLICK SUPPLIES/AIL/WACO SUPPLIES

**STEP 3:** AIL SUPPLIES LIST

POS FOLDER AC10A

\$2,000 GIFT CERT AG2550

AIL + CARD AG2750

FREEDOM OF CHOICE AG2077

**STEP 4:** CLICK AO SUPPLIES

THANK YOU CARDS

**STEP 5:** CLICK AWS NAME BADGE



## TODAY'S HOMEWORK

- 🎯 FLIP 1 SALE OR 2 ON SPOTS OR 3 APPTS FOR TRAINER.
- 🎯 COLLECT/ACTIVATE AND ROLL A PRETEND PLUS LEAD FOR TRAINER
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.
- 🎯 SET UP CALENDLY ACCT / ORDER SUPPLIES FROM PLANET





# DAY 3 WEEK 1 (WED)

## BULLET POINTS:

- AO WORKSPACE / CORRECTIONS / BIZ SEND OFF
- HOW TO USE THE FAMILY INFO GUIDE TO GAIN INTEL.
- FUTURE COST OF FUNERAL / CREMATION
- FACTS TELL STORIES SELL.
- TRUTH ABOUT LIFE INS BUYERS / HOW TO HANDLE NON BUYERS.
- AND OZ OF PREVENTION IS WORTH A POUND OF CURE.
- WHAT ARE THE TWO MOST COMMON OBJECTIONS WE GET AND HOW DO WE PROACTIVELY BEAT THEM WITH SCRIPT.
- B1-B3 DOES THIS. COMPARE PRICE TO SOMETHING TANGIBLE.
- F.U.J.I. OF CLOSING

## BEST PRACTICES SCHEDULE:

WED

11:30 am -12:30 launch call (in ao infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 FLIP AND RIP w / TRAINER

2PM MARKET TRAINING CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 1 SALE OR 2 ON SPOTS OR 3 APPTS FOR TRAINER.
- 🎯 HOW TO FILL OUT FAMILY INFO GUIDE.
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.





# DAY 4 WEEK 1 (THUR)

## BULLET POINTS:

- I R T ING THE BENEFITS
- LAST FOUR LETTERS OF ENTHUSIASM I A S M
- A71 DENOMINATION BREAKDOWN
- 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
- 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

## BEST PRACTICES SCHEDULE:

THUR

11:30 am -12:30 launch call (in ao infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 FLIP AND RIP w / TRAINER

2PM NATIONAL RECO CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 1 SALE OR 2 ON SPOTS OR 3 APPTS FOR TRAINER.
- 🎯 BUILD PLANS
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.
- 🎯 TEXT TRAINER 6 LEVELS OF A71 WE SELL AND PAY OUT





# DAY 5 WEEK 1 (FRI)

## BULLET POINTS:

- TWO OPTION CLOSE REC VS COMP \$150 / \$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 TIL THEY CANT GET IT WRONG
- MAKE SURE CODED AND NON RES APPLIED FOR.
- 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

## BEST PRACTICES SCHEDULE:

FR!

11:30 am -12:30 launch call (in ao infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 FLIP AND RIP w / TRAINER

2PM SALES MASTERCLASS CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 1 SALE OR 2 ON SPOTS OR 3 APPTS FOR TRAINER.
- 🎯 HOW TO FILL OUT FAMILY INFO GUIDE.
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.
- 🎯 QUICKLY BUILD AND REDUCE TO PLANS
- 🎯 FULL VIDEO A1-D4 INCLUDING THINKERS CLOSE PLUS 2 DOWNCLOSES. (EMAIL TO TRAINER BY SUN)





# WEEK 2





# DAY 1 WEEK 2 (MON)

## BULLET POINTS:

- HOW TO HANDLE ADVERSITY IN THE FIELD.
- YOU DON'T HAVE TO LOVE THE WORK YOU JUST HAVE TO LOVE THE RESULT
- CANT HAVE A TESTIMONY WITHOUT A TEST
- GO OVER RELEASE CHECKLIST
- HOW TO USE POST ENROLLMENT PACKET
- IMPORTANCE OF HIGH QUALITY

## BEST PRACTICES SCHEDULE:

Monday

11:30 am -12:30 launch call (in ao infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 RECAP WITH TRAINER / FLIP AND RIP

2-3 FORUM CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 2 SALE OR 4 ON SPOTS OR 6 APPTS FOR TRAINER.
- 🎯 POST RECRUITING AD ON SOCIAL MEDIA.
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.
- 🎯 WATCH VIDEO W TRAINER
- 🎯 RECORD YOURSELF GOING THROUGH P.E.P. EMAIL VIDEO AND FILLED OUT P.E.P. TO TRAINER





# DAY 2 WEEK 2 (TUE)

## BULLET POINTS:

- HOW TO GET PROMOTED
- OUR MOTTO - TOP PRODUCERS TRAIN TOP PRODUCERS
- WHY LEADERSHIP
- WHAT IS AO WORKSPACE / BANK VERIFICATION?

## BEST PRACTICES SCHEDULE:

Tuesday

10:30-11:30 WATCH POWER HOUR TRAINING VIDEO

11:30 am -12:30 launch call (in ao infinite zoom office)

1-3 FLIP AND RIP w / TRAINER

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 2 SALES OR 4 ON SPOTS OR 6 APPTS FOR TRAINER.
- 🎯 EMAIL TRAINER WHEN YOU WANT TO SIGN RP CONTRACT AND HOW YOU GET PROMOTED.
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT INCLUDING P.E.P
- 🎯 COMPLETE ONE BANK VERIFICATION W/ TRAINER.





# DAY 3 WEEK 2 (WED)

## BULLET POINTS:

- MODS AND BULLETINS 101
- AUTO TRIAL LIST PLUS BUILD CHART
- DOUBLE UP SPECIAL

## BEST PRACTICES SCHEDULE:

WED

11:30 am -12:30 launch call (in so infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 FLIP AND RIP w / TRAINER

2PM MARKET TRAINING CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 2 SALES OR 4 ON SPOTS OR 6 APPTS FOR TRAINER.
- 🎯 TEXT TRAINER WHAT A MOD AND BULLETIN IS.
- 🎯 TEXT EXAMPLE OF AN AUTO TRIAL / DOUBLE UP SPECIAL.
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT + PEP.





# DAY 4 WEEK 2 (THUR)

## BULLET POINTS:

- ICM
- AP&P
- CLUBS / INCENTIVE TRIPS/ PUSH MONTHS / CONVENTION
- RENEWALS
- HOW TO SEND END OF DAY NUMBERS
- IMPORTANCE OF FOLLOWING A SCHEDULE
- WHAT TO EXPECT IN TERMS OF COACHING CALLS, MONTHLY REVIEWS ETC

## BEST PRACTICES SCHEDULE:

THUR

11:30 am -12:30 launch call (in an infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 FLIP AND RIP w / TRAINER

2PM NATIONAL RECO CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

- 🎯 FLIP 2 SALES OR 4 ON SPOTS OR 6 APPTS FOR TRAINER.
- 🎯 WHAT DO YOU NEED FOR CONVENTION? (ALP)
- 🎯 ROLE PLAY A1-D5 AND I WANT TO THINK ABOUT IT.
- 🎯 TEXT TRAINER WHEN IS NEXT PUSH MONTH AND WHAT IS YOUR GOAL FOR IT? also INCLUDE END OF DAY NUMBERS EXAMPLE





# DAY 5 WEEK 2 (FRI)

## BULLET POINTS:

- REVIEW POWER PHRASES
- REVIEW RULES OF BECOMING A WORLD CLASS CLOSER
- HOW TO SELL A HEAD START
- PICK AN EMOJI AND HOW THE GROUP ME SCORE BOARD WORKS
- SUCCESS TIPS
- PRE RELEASE MEETING (RELEASE WILL BE MON AT 10:30 EST)

## BEST PRACTICES SCHEDULE:

FRI

11:30 am -12:30 launch call (in ao infinite zoom office)

12:30-1:30 WATCH POWER HOUR TRAINING VIDEO

1:30-2 FLIP AND RIP w / TRAINER

2PM SALES MASTERCLASS CALL

3-6 TRAINING CLASS W/ KJ

6-6:30 BREAK

6:30-8 FLIP AND RIP WITH TRAINER IN THEIR OFFICE

## TODAY'S HOMEWORK

🎯 FLIP 2 SALE OR 4 ON SPOTS OR 6 APPTS FOR TRAINER.

🎯 FULL VIDEO A1-D4 INCLUDING THINKERS CLOSE PLUS 2 DOWNCLOSES. (EMAIL TO TRAINER BY SUN)

🎯 BE READY FOR RELEASE MONDAY

🎯 TXT TRAINER FAV POWER PHRASE & WHAT'S DIF BETWEEN A TLCR AND A HEAD START?

