

# Getting started With SIG Insurance Group

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- The higher your energy level, the more efficient your body, the better you feel and the more you will use your talent to produce outstanding results.

-Tony Robbins

# Be Genuine and Compassionate

- You're in this business to help people
- Be honest
- Be confident and feel strongly about what you do
- Know that it will make a difference in individuals lives.
- You can do all of the above and make a substantial amount of income.

# Practice Makes Perfect

- Learn the presentation
- Ready your material
- Listen to audios and watch youtube presentations
- Read your rate book and get an understanding of calculations and different things you will need to know

# Build Your Brand

- Remember you are not average
- Get business cards and business shirts from the home office or a private printing company or office depot.
- Advertise to your friends and family
- Post on social media
- Build your platform
- Your network helps to build your networth

# No Question is a Dumb Question

- Ask questions
- Don't be afraid to contact your upline or manager for help and reach out to people who are having success
- Stay away from negative unproductive people

# The Dream Wont Work Unless You Do

- JUST GO TO WORK
- Read material
- Listen to Tony Robbins, Les Brown Eric Thomas
- Read “Secrets of a millionaire mind” by T Harv Eker

# Sales Tips

“In trying moments, you must keep trying... In grieving times, don't think of giving up! Employ your passion to work; something great to enjoy is approaching!”

— **Israelmore Ayivor**

# Build Relationship

- Introduce yourself

Tell them where you are from show them the card that they filled out and ask if you can come in.

Assure them that the writing is their hand writing.

The information that you have is important

- Ask to come in “May I come in?”

# Empower your Client

- Ask how they are doing
- Listen and gather information so that you can get a better understanding of their situation and partner with them.
- Ask if there should be anyone else there, if so schedule a date to come back.

**“41% of Americans do not carry any life insurance.**

**Of those who do, nearly a third have just a basic group policy.”**

<https://www.bestliferates.org/blog/2017-life-insurance-statistics-and-facts/>

# Be Prepared for rebuttals

- - **I already have insurance.** **Ans-** 90% of the people I meet already have insurance this is for your funeral may I come in
  - **I thought you were sending something in the mail.** **Ans-** we did send out a pre-approach letter in the mail to let you know I was coming out it will only take 10 min may I come in.
  - **Now is not a good time.** **Ans-** Ok Ms. Davis I drove a long way just to see you and it will only take 10min may I come in.
  - **Someone else must have sent that in.** **Ans-** Well Ms. Davis is this your wonderful hand writing right here (showing the lead piece).
  - **My funeral is already paid for.** **Ans-** what part of it because there are several components to a funeral service, and this is also whole life protection may I come in.
  - **I thought you were going to send me the book with 9 facts about funerals.** **Ans-** I have the book but the #1 thing you need is to sit with me my I come in.

**CONSISTENCY IS KEY**

# Your Main Objective is to get In the door.

- You're gifted
- You're talented
- You have a great approach
- Use your gift.

# Appearance and perception is Key

- Smile and always use your humor as an advantage.
- Be likeable
- Look Official
- Smell good
- Be well groomed
- Know and understand that people buy from professionals so maintain your professionalism

# Believe in What You Do

- Be confident
- Don't just take no as an answer
- You are there to help them so don't just give up after the first or second No.

**“Our deepest fear** is not that we are inadequate. **Our deepest fear** is that we are powerful beyond measure. It is **our** light, not **our** darkness, that most frightens us. Your playing small does not serve the world.”



“Your Mind is the key to your  
success” – Les Brown

Welcome aboard!! If you should have any questions  
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