

THE

FAST START

30 Day Fast Start

Check List to Success

- Submit IBA with \$99 and \$25 per month
- Do the 4 minute drill, with-in first 48 hours & get started
- Memorize & use ETHOR/HOT script to set Kitchen Table (KT) appointments ASAP
- *Set and go on a minimum of 15 training appointments with people you would like to help within your first 30 days
- *Set a minimum of 10 daytime interviews (IVs) to build “YOUR” team within your first 30 days
- Pre-qualify for District promotion (Power Player) 6x6 in first 30 days
- *Commit to the Money & Business Seminar Thursday 7:30pm - 9pm
- *Commit to Saturday training 9am – 11:30am
- Attend Super Saturday 9am – 11am every 3rd Saturday of each month
- *Implement your own FNA your first week and become a client
- Register for POL online at www.primeraonline.com
- Complete 32 hours of PFSU classes online at ucanpass.com.
 - RVP’s info is: _____
- Read Super Hierarchy book found in your training manual
- Listen to Audios on www.pfsvictoryteam.com (password is vteam)
- Print Kitchen Table Presentation from vteam website & add to your training manual
- Pass your state insurance exam.
 - Turn in pass notice to Office Manager the same day to be faxed to RLC
- Present Kitchen Table Presentation to RVP before going to field by yourself
- Become a Field Trainer by Closing 5 life apps independently & passing Field Training Test

Any new recruit that does 6 recruits and 6 life cases in 30 days will receive a

\$300 bonus + iPad + Promotion to District Leader 50%

Hands on experience is priceless. At Primerica, when you field train, you have an incredible bonus opportunity. Every great leader in this business knows this: getting your business off to a **FAST START** is key to your success. When you field train in the “real world” you have a huge incentive to make **MAXIMUM IMPACT**. You’re in business to help your family by helping others. The Field Training Bonus rewards you for doing just that. These are the most important things you can do **RIGHT AWAY**.

BUILD

Build a team and grow your business.

HELP

Help families across the kitchen table.

LEARN

Learn the business and get life licensed.

EARN

Earn Field Training Bonuses. **NO MAXIMUM***

SPRINT

Sprint to District Leader to kick start your future.

FIELD TRAINING BONUS

\$200 CREDIT FOR EVERY 1 RECRUIT X \$1,000 FIELD TRAINING OBSERVATION PREMIUM

ACTIVITY

1 X \$1,000

3 X \$3,000

5 X \$5,000

10 X \$10,000

Keep Going!



LIFE LICENSE



BONUS CREDIT

\$200

\$600

\$1,000

\$2,000

NO MAXIMUM!*

WHAT WILL YOUR BONUS BE?

WHAT YOU DO

- Complete pre-licensing in 60 days and get your life license in 90 days (120 days in Canada and 220 days in Puerto Rico). This is the qualification period, and it is measured from the date your upline receives recruit production credit (typically, close to your IBA date). In Puerto Rico, instead of pre-licensing, you submit a temporary license application within 60 days.
- Attend Field Training Observations (“FTOs”) during the qualification period.
- Recruit others to be a part of your team.

BEFORE YOU'RE LICENSED

Get 200 credits for EACH recruit X \$1,000 in annual life premium that you observe during those FTOs. If you complete pre-licensing after 60 days but before 90 days, then you'll get 100 credits instead of 200.

WHEN YOU GET LICENSED

- If the business resulting from the FTOs is still good when you get licensed, then your credits will become a bonus that is paid to you. Policies that are not taken by the client, or that are terminated or otherwise not current, won't qualify for a bonus.
- You must have active Full-Service POL at the time the bonus is payable.
- You don't receive any more credits once you have your life license, but you can earn commissions as a licensed Primerica representative!

If you don't get licensed during the qualification period:

Credits expire, and there will be no Field Training Bonus paid.

*During the qualification period.

Date: _____

50% FAST START

70% in 90 Days

Name: _____

Phone: _____

3 X 3 = \$300 (35% Sr. Rep)

1st 30 Days

- 1. _____
- 2. _____
- 3. _____

- 1. _____
- 2. _____
- 3. _____

3 X 3000 (50% District Leader)

1st 30 Days

- 1. _____
- 2. _____
- 3. _____

- 1. _____
- 2. _____
- 3. _____

Pre-Qualify for Division Leader 60%

1st 60 Days

5,000 + 3 Codes

5 Team IBA's

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____

Pre-Qualify for Regional Leader 70%

1st 90 Days

7,500 + 5 Codes

7 Team IBA's

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____

PFSU Completion Date: _____

Life Licensed Date: _____



PRIMERICA[®]

Name: _____

Phone#: _____

SENIOR REP
3 x 3,000
\$600 BONUS

1. _____

2. _____

3. _____

DISTRICT
6 x 6,000
\$1,200 BONUS

4. _____

5. _____

6. _____

Prelicensing Completed: _____

SR Promotion: _____

District Promotion: _____

Licensed: _____

* Must Attend **ALL Meetings & Big Events**

* See Field Training Bonus Guidelines on Reverse Side

What we do...

We show families how to become debt free and financially independent. We also recruit, train and develop people to own their own business. The products & services that we use to achieve this are:

Life Insurance (Foundation)

Auto Insurance

Home Insurance

Long Term Care Insurance

Investments

Mutual Funds

401K plans

Annuities

ROTH IRA's

Traditional IRA's

TSA's

SEP IRA's

Educational IRA's

Money Market accounts


Primerica Legal Protection (Wills and Legal Advice)

Vivint (Security Monitoring)

Business Opportunity (Make Money)

The best way to help someone become debt free and financially independent is to show them how to build a business that they could own.

Greet the person and chit-chat a little...

Then say, "The reason I'm calling is" 

E

I'm **excited** about a business or career that I'm starting

T

I'm in **training**

H

I need your **help**; will you **help** me?

O

I value your **opinion**; I need to meet with you for 30-45 minutes to show you what I will be doing.

"I know it's probably not for you"

R

(refer)

But I hope that if you see value in what I do, you will point me in the direction of quality people like yourself. You'll help me, wont you?

SETTING THE APPOINTMENT

GREAT! What's better for you, **today or tomorrow?**
daytime or evening?
6 or 8pm?

Please put me in your calendar, it's very important that your wife/husband is present.
(GET THE ADDRESS/PHONE NUMBERS)

When they ask, "What is it?"

Thank you for asking!

- It's **hard to explain** over the phone, **but easy to show you**. That's why I need to meet with you. It will only take 45 minutes.
- It's **ASSET MANAGEMENT**. Do you know what that is?
 - Great, that's what we'll talk about when we get together.
- It's about **making and saving money**, which one interests you the most?
 - Great, that's what we'll talk about when we get together.

4 Minutes to Financial Freedom

1st Minute – Every family member or family related (People in your cell phone)

Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____

2nd Minute – Every person you work with at your job or spouse's job.

Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____

3rd Minute – Every person you know in your community organizations (Church, boy scouts, golf, softball, soccer, etc...)

Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____

4th Minute – Every neighbor, ex-neighbor, old friends

Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____
Name _____ # _____ Name _____ # _____

NEXT STEP: 1 point for being Married

1 point for having Children

1 point for being a Homeowner

* People that are married, have Children and are Homeowners are 3 pointers and they are the appointments you want to see first.
(Use ETHOR to set appts)

* Anyone on list with 1 or no points should be invited to Thursday Night or set up as an interview during the day with your trainer.
(Use Inviting friends to the Tuesday Night Orientation)

Promotion Standards

Get Licensed	= 25% Rep
3Rx3 Cases	= 35% Snr Rep
3Rx3K Premium	= 50% District
5Rx5K Premium & 3 Licenses	= 60% Division
7Rx7500K Premium & 5 Licenses	= 70% Regional
Securities Licensed	
OR	
15Rx15K Premium & 10 Licenses	

Once Promoted Stay Qualified

**Be Qualified at Your Level the Month Prior to
Your Next Promotion**

**Each Promotion Level Must Be Completed in
1 Calendar Month**

RVP Promotion Guidelines

- **Track Record of Personal Field Training
Premium & Licensing of Agents (\$\$\$)**
- **Goal: 30+ Licensed Agents**
- **6+ Months of DDR (10+ Team IBA's)**
- **30 Life Cases 3 Months in a Row**
- **Securities Licensed (SIE, 6, 63)**
- **Replace Yourself (Qualified Young Couples)**