\_\_\_\_\_, it was a pleasure speaking with you!

See below for an overview of our one on one.

Here are the commission guidelines (not all carriers pay the same, use this to know exactly how much you will get paid by each carrier)

<https://a36bd7c2-812e-4a43-be2c-7f2923993bb7.filesusr.com/ugd/150473_0bc6d35d9cbe4ddfa0af931f02f2888f.pdf>

1. **Dial Day**
   1. Phone Burner: PhoneBurnerAgency.com; This will give you 3 days free + 30% off the monthly cost. This is an amazing tool to dial a lot more in less time. You will upload your leads here, set up your script and it will auto dial your entire list for you. Here is how to download your leads from the CRM and upload them into phone burner:

<https://www.dropbox.com/s/56bnls189xps6dn/Untitled_%20Mar%2011%2C%202021%209_26%20AM.mp4?dl=0Calendly>

Zoom Dial Team: This is where all top producers dial together on Zoom. This is the most important tool you will have to learn how to become great at booking your appointments. Make sure to be EVERY MONDAY AND THURSDAYS at 8am ready to dial your local time.

[www.ffldialsquad.com](http://www.growffldialteam.com/)

password: FFL

1. **Leads**
   1. We’re starting with Internet Leads.
   2. I need you to understand one simple thing: **Leads = Gas**. You can’t expect your car to drive 500 miles with 1 gallon of gas right? It's the exact same thing for your leads. You need to have enough leads to generate enough activity so you are setting yourself up for success. Also keep in mind that in the beginning you will get paid for your activity, for the hustle. Later on you will get paid for your skillset. So NOW is the time to HUSTLE and put in as much activity as possible. Get to your first 100 appointments ASAP!

1. **Appointment Setting Script Training**
   1. Find scripts under Training on [Fflrepublic.com](http://fflrepublic.com/)
      * 1. I strongly recommend memorizing your dial script. Third or First person, you need to be comfortable with it!
   2. Objections

You can find these on the [fflrepublic.com](http://fflrepublic.com/) website as well under scripts. Overcoming objections needs to be second nature. This will only happen by studying and practicing. Do this over and over and over.

1. **In Home Training**
   1. This is a top producer telling you exactly what she does in the home with internet leads. Watch this video 10 times if you have to, write down the whole presentation if you have to. The more you know the structure of this presentation the better you will do in the home. You will find everything you need in this video. <https://www.youtube.com/watch?v=jl_KArHlG4Q5>

1. **Preparing For Appointments**
   1. There are a few tools you want to have with you at your appointment:
      1. Your license (Print this, laminate it and have it with you at all times)
      2. Financial Inventory Sheets
      3. Business Cards
         1. <https://www.ffl-store.com/business-cards/index.php>
      4. Some sort of binder
      5. iPad with cellular data (preferred)
      6. Access to the Slack for underwriting help.
      7. Make sure ALL steps on FFLrepublic.com are complete!
2. **Products**

**Americo**

**Term**

* + - 1. Term 100 or Term 125
      2. $25k - 250k non medical (anything above requires a swab)
      3. Cash Back Option (CBO)
      4. Living Benefits

**Whole Life**

* + - 1. Eagle Premier
      2. $5k - $30k non medical
      3. Smokers Advantage Program
      4. Double Accidental Death
      5. 8% Bonus & Instant Decision (Term as well)

**Prosperity**

New Vista

* + - 1. Whole Life ages 50 - 80 (up to $35,000)
      2. Level, Graded, Modified (Same Commission for all three)
      3. Debit Cards, Direct Express, & ACH Bank Draft
      4. 10% Cash Bonus Quarterly

**AIG**

**Guaranteed Issue Whole Life**

1. Last option
2. Ages 50 – 80
3. No medical questions
4. Up to $25,000

Good luck! You have a ton of support and we look forward to your success!