

Fast Start Planner



Business Building Basics

A Step By Step Guide To Getting Your Business And Income Off To A FAST START

NOTE: THIS ORIENTATION & TRAINING MANUAL IS TO BE DISTRIBUTED ONLY TO TEAM MVP NEW ASSOCIATES. IT HAS BEEN DESIGNED FOR EDUCATIONAL AND TRAINING PURPOSES ONLY AND SHOULD NOT BE DISTRIBUTED TO THE PUBLIC.



WELCOME TO TEAM MVP!!!

By joining our team, you've shown that you're committed to being a **SUCCESS** and your success is important to us. This booklet has been specifically developed just for you — the new recruit.

The concepts and guidelines you'll find throughout this booklet were designed to get your new business on the **FAST TRACK**.

At Primerica, we believe that you can achieve your dreams. We believe that to be successful all you need to do is follow these simple steps:

DREAM IT...

Visualize Your Goals

PLAN IT...

Write It Down

DO IT...

Take Action!!!

As soon as you receive your **SOLUTION NUMBER** (_____), you can **COMPLETE** your back office **REGISTRATION**, and access all the information to help build your business on **PRIMERICA ONLINE** (www.primericaonline.com). Commonly referred to as **POL**. Contact your Upline for more information on how to navigate your back office.

Primerica E-mail: _____

Primerica Username: _____

Primerica Password: _____

In addition to accessing POL, it is critical you **PLUG IN** to the team! Download the **GroupMe** app on your iPhone or Android device and plug into:

- **TEAM MVP BASE SHOP**



Who's In Your Ear???

If you're not **GROWING** you're **DECAYING!!!** Your **MIND** holds the power to your future! Whatever you **PURPOSEFULLY** or **UNINTENTIONALLY** allow in your mind, determines your **RESULTS!**



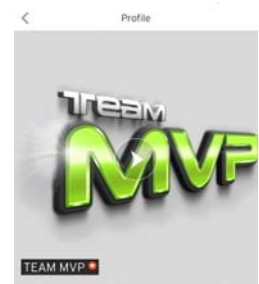
We are over-saturated with **NEGATIVE** media, **NEGATIVE** people, **NEGATIVE** thoughts, and **NEGATIVE** beliefs... Do not give in to these success crippling weapons of **PERSONAL DESTRUCTION!!!** If you **DON'T WANT THEIR LIFE, DON'T TAKE THEIR ADVICE...**

You must **ALWAYS PROTECT** and **FEED** your mind **POSITIVE** information if you want to achieve anything great in life! **LEARN** from the best in our business, let their testimonies and wisdom **INSPIRE** you to be the **BEST** version of yourself!

At the end of the day... We all wrestle with two voices in our head... The voice of **INSIGNIFICANCE** or the voice of **GREATNESS... Which voice will you listen too?**

Sound Cloud App – “Primerica Audio University”

- **Search:** “Omar Oropesa – Fast Start School 1”
- **Search:** “Omar Oropesa – Fast Start School 2”
- **Search:** “Omar Oropesa – Fast Start School 3”
- **Search:** “Mental Toughness – Hector LaMarque”
- **Search:** “Ian Prukner – 7 months to RVP”
- **Search:** “Life Insurance Training by Asaad Faraj”
- **Search:** “Deadly Verbal Skills On How To Close Every Possible Scenario – Ian Prukner”
- **Search:** “Omar Oropesa Recruiting #1”
- **Search:** “Ian Prukner – Ownership & Overrides”
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- **Search:** “Building A Base Shop By Hector La Marque”
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- **Search:** “Hector La Marque – The 7 Fundamentals”
- **Search:** “JakeFrugé 10PointsToBuildingFromScratch”
- **Search:** “Jon Lavin Overcoming Objections”
- **Search:** “Dave Harms Part 1 Overcoming Objections” & “... Part 2”
- **Search:** “Overcoming Objections ft. Carlos & Bill Whittle”



Search: **TEAM MVP**
playlist and tap **FOLLOW**

Important Information and Numbers

Life Insurance Licensing School Address:

Life Insurance Licensing School Start Date/Time: _____

Life Insurance Licensing School End Date/Time: _____

Life Insurance Exam Date: _____

Upline's Name	Upline's Mobile Number
Jaime Quintanilla Senior Vice President	(210) 273-9500
Kathy McAfee Office Manager	(210) 286-4360 - Mobile (210) 731-9500 - Office



LIFE LINE

**Call Us!!! We Are
Here To Help!!!**



**RED LIGHT
GREEN LIGHT**

**STOP!!! When Issues
Come Up!!!**



KEEPER OF THE KEYS

**You Will Approach Locked
Doors, We Have The Keys!!!**

Identify Your Goals and Dreams

The first step on the path to success is to **DREAM IT**. Creating goals — both business and personal — are important. Take a moment to write down what you want to achieve, both in the near-term and long-term. This will help you stay focused and give you the fuel you need to succeed.

BUSINESS GOALS (Short Term – 1st 90 Days)

1. How much would you be **EXCITED** about earning in your **1st 90 Days**?

1 st 30 Days	Next 30 Days	Last 30 Days
\$600	("Actively" Waiting)	\$???
-Trained - Life Licensed	-Master Presentation -Securities Licensing	- Field Train Your Team - Fully Securities Licensed

2. How much would you like to earn per month after your 1st 90 Days?

3. Will you allow your upline to hold you **ACCOUNTABLE** to your goals?

When establishing goals, it is important to be **SPECIFIC** in identifying what you want to achieve and when you want to achieve it. Not only will you accomplish your goals in a timely manner, you will also feel an even greater sense of success as you “check them off” your list!

Top 3 Financial Goals	Top 3 Personal Goals
1.	1.
2.	2.
3.	3.

IMPORTANT!!!

In order to properly **DEFINE, STRUCTURE,** and **ACCOMPLISH** your financial goals, you want to complete your financial needs analysis (**FNA**) as soon as possible! The FNA is a critical component of the **Primerica Crusade!** It’s an effective tool we use to fulfill Primerica’s mission statement:

*“To Help Families **Earn More Income** , Become **Properly Protected** ,
Debt Free and **Financially Independent** ”*

Completing your own FNA is a **Crusader Requirement**. FNA Deadline: _____

The Key To Your Success

RECRUIT! RECRUIT! RECRUIT!



In order to have **SUCCESS** in **YOUR** business, or any business for that matter, you must surround yourself with **GREAT** people.

If you're going to open a **SUCCESSFUL** restaurant, you will need to hire **GREAT** cooks, **GREAT** hostesses, and **GREAT** waiters and waitresses, right? Without a **GREAT** supporting cast, your restaurant will not succeed.

If you're going to start a basketball team and **WIN** games, you need **COACHABLE** players. Furthermore, You must recruit **GREAT** players to win championships. To consistently win, you need to continue to recruit **GREAT** players to your basketball program every year.

Even Bill Gates company, Microsoft, continues to **DOMINATE** the technology industry, because they hire **GREAT** talent.

The difference between a business that succeeds, and a business that fails, is the **TEAM** that surrounds them.

If you are going to have **SUCCESS**, your number one goal should be to surround yourself with **GREAT** people **FAST**.

In Primerica, **GREAT** people = **C.H.A.M.P.**

C = Competitive **H** = Hardworking **A** = Ambitious **M** = Motivated **P** = People Skills

Promotion Guidelines

Contract Level

110%
+
20% Bonus

RVP

Requirements

6 Direct District Leaders "Showing Up"
Produce 30x30 as a Team
(2 Consecutive Months of 30x30)
Principal Licensed (Series 26)



70%

**Regional
Leader**

3 Directs District Leaders "Showing Up"
Produce 7x7,500 as a Team
Securities Licensed (Series 6 & 63)



60%

**Division
Leader**

1 Direct District Leader "Showing Up"
Produce 5x5 as a Team
Submit U-4 (Securities License)



***FAST TRACK To District Leader (1st 30 Days): 4 Direct Recruits / 4 Training Sales (4x4)**

50%

**District
Leader**

3 Direct Recruits
3 Team Recruits
6 Training Sales (Minimum \$3,000)
("6x6")



35%

**Senior
Representative**

3 Direct Recruits
3 Training Sales (Minimum \$1,500)
("3x3")



25%

Representative

Life Licensed

The Success System



Reasons Why You Want To Be A District Leader...

In Your First 30 Days Would You Rather:

<p>25% REP Contract</p> <p>NO BONUS POTENTIAL</p> <p>UNTRAINED</p> <p>No Business Partners</p> <p>No Referrals</p> <p style="text-align: center; color: red;">A</p>	<p>50% District Leader Contract</p> <p>\$600 BONUS</p> <p>TRAINED</p> <p>4+ Business Partners</p> <p>50+ Referrals</p> <p style="text-align: center; color: red;">B</p>
--	--

or

Whoever Develops The Most District Leaders WIN!!!

8 – 5 – 3 – 1 – 3 Cycle

8 Qualified KT's - **5** FNAs - **3** Life/Securities Clients - **1** New Business Partner - **3** Other Services
(Initials)

- _____ Cycle #1 - Once a Month: 2 Appointments per Week: **8 – 10** Hours per Week
- _____ Cycle #2 - Twice a Month: 4 Appointments per Week: **15 – 20** Hours per Week
- _____ Cycle #3 - Three Times a Month: 6 Appointments per Week: **20 – 30** Hours per Week
- _____ Cycle #4 - Four Times a Month: 8 Appointments per Week: **30 – 40** Hours per Week

Qualified KT: **M**arried / **A**ge (25-55) / **C**hildren (0-18) / **H**ome owner / **O**ccupation (**\$30K+**)

Average Life Policy \$83/mo = \$1,000 Yr	2 KT's/Wk 3 Life Clients/Mo \$3,000 Premium	4 KT's/Wk 6 Life Clients/Mo \$6,000 Premium	6 KT's/Wk 9 Life Clients/Mo \$9,000 Premium	8 KT's/Wk 12 Life Clients/Mo \$12,000 Premium
District Leader 50% Contract	\$1,500	\$3,000	\$4,500	\$6,000
Division Leader 60% Contract	\$1,800	\$3,600	\$5,400	\$7,200
Regional Leader 70% Contract	\$2,100	\$4,200	\$6,300	\$8,400
RVP 110% Contract	\$3,300	\$6,600	\$9,900	\$13,200

On a scale of **1 - 10**, **10** being the highest, how **MOTIVATED** are you to make this happen? _____

Reasonable Results In Reasonable Time Frames

Reasonable Time	Promotion Milestone	Income Potential	Deadline (Date)	Achieved (Date)
30 - 60 Days	District Leader	\$300 - \$600		
60 - 90 Days	Division Leader	\$2,000 - \$8,000/month		
3 - 6 Months	Regional Leader	\$2,000 - \$10,000/month		
12 - 24 Months	RVP	\$150,000+		
3 - 5 Years	SVP	\$350,000+		
5 - 7 Years	NSD	\$650,000+		
7 - 10 Years	SNSD	\$1 Million+		

Get Off To A Fast Start

FAST START BONUS					
3 x 3 in 30 Days					
Career Recruits	Career Field Training	Licensing Activity Required	Time Frame	Total Bonuses Paid To You	
30 Day Activity From IBA Date					
1	x	1	Complete PFSU	Within 2 Weeks	\$100
2	x	2	Pass State Exam	30 Days	\$200
3	x	3	TOTAL	30 DAYS	\$300

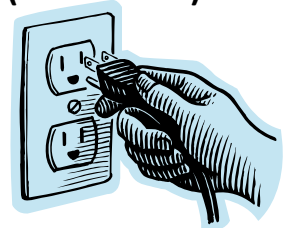
Qualified Committed KT's → **YOU HAVE TO BE IN THE RIGHT MARKET!!!**

<p>Target Market (at least 4):</p> <p>M - Married/Couple with Kids</p> <p>A - Age 25 to 55</p> <p>C - Children Under 18</p> <p>H - Home Owner or In The Area 3+ Years</p> <p>O - Occupation (\$30K+/yr)</p>	<p>Rules:</p> <ol style="list-style-type: none"> 4 to 5 Pointers BOTH Spouses Present At the Kitchen Table (KT) Monday thru Friday: 6p or 8p At least 4 per week Take Notes on EVERY Appointment Write 10 Questions On Every Appointment
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Weekly Training Days and Time: (Check All The Meetings You Can FAITHFULLY Attend!!!)

(Initials)

- ___ Monday Morning Big Hitter's Conference Call - **(8a to 9a)** → (605) 562-3140/Code: 856403#
- ___ Monday Morning Leader's Meeting - **(10a to Noon)**
- ___ Tuesday thru Friday Morning Team MVP Accountability Call – **(8:30a to 9a)**
- ___ Tuesday Morning Training The Trainer Meeting – **(10a to Noon)**
- ___ Tuesday Evening General Training Session – **(7p to 9:30p)** → **Main Training**
- ___ Saturday Morning Team MVP Warriors In Training Session – **(9a to Noon)**
- ___ Sunday Evening Phone Blitz **(5p to 8p)** → **At The Office!!!**
- ___ Sunday Evening Team MVP Conference Call **(9p to 9:30p)**



What Does A C.H.A.M.P. Look Like?

1. Be **COACHABLE**... Not Choke-able...
2. Maintain a **POSITIVE** Attitude
 - a. **SW... SW... SW... SW...**
3. **WORK** The Plan
 - a. **Cycle #1** or **Cycle #2** or **Cycle #3** or **Cycle #4**
 - b. Keep **FILLING** The **PIPELINE**
 - i. **KTs (4 pointers and higher)** → Learn The Business In The Field
 - ii. **Recruiting Appointments (3 pointers and lower)**
 - iii. **Meeting Attendance** → Build A Business In The Meetings
 - iv. **Positive Attitude & Self-Improvement** → **(Who's In Your Ear???)** – See [Page 3](#))
4. So... Are you...



GAMBLER

...Feeling Lucky?



THIEF

...Expecting Something
For Nothing?



CHAMPION

...Willing To Pay The
Price of GREATNESS?!?!

Do You Know Other C.H.A.M.P.'s?

C OMPETITIVE	1)
	2)
H ARD WORKING	1)
	2)
A MBITIOUS	1)
	2)
M OTIVATED	1)
	2)
P EOPLE SKILLS	1)
	2)

The 4 Minute Drill

FAMILY (LOCAL)

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____
- 11 _____
- 12 _____
- 13 _____
- 14 _____
- 15 _____
- 16 _____
- 17 _____
- 18 _____
- 19 _____
- 20 _____

FRIENDS (LOCAL)

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____
- 11 _____
- 12 _____
- 13 _____
- 14 _____
- 15 _____
- 16 _____
- 17 _____
- 18 _____
- 19 _____
- 20 _____

CHURCH/NEIGHBORS/CO-WORKERS/ETC... (LOCAL)

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____
- 11 _____
- 12 _____
- 13 _____
- 14 _____
- 15 _____
- 16 _____
- 17 _____
- 18 _____
- 19 _____
- 20 _____

60 YEARS OLD AND STILL WORKING (LOCAL)

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____
- 11 _____
- 12 _____
- 13 _____
- 14 _____
- 15 _____
- 16 _____
- 17 _____
- 18 _____
- 19 _____
- 20 _____

Who Do You Know???

C OMPETITIVE	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
H ARD WORKING	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
A MBITIOUS	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
M OTIVATED	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
P EOPLE SKILLS	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Parents	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Best Friends	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Bridal Party	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Great Teacher	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Needs More Money	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Hates Their Job	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Single Working Parent	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Works 2 or 3 Jobs	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Very Optimistic	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Has A Lot Of Debt	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Great Salesperson	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #
Pastor or Minister	1)	M A C H O ___	TEL. #
	2)	M A C H O ___	TEL. #

E T H O R script for scheduling KT's

"Remember" This should be a BRIEF CONVERSATION... Initially exchange a few pleasantries! (30 seconds tops!!!)
Hey, (Name), the reason I'm calling is...

E EXCITED

I'm really excited! I just started working with a new company, and...

T TRAINING

I'm currently training to get my financial licenses with the state of Texas, and...

H HELP

I need your help to complete my certification.

O OBSERVE

I have to do 12 observations with my trainer in order to be on my own.

R REFER

Would it be okay if I visit with you and (spouse name) to show you what I'll be doing so you can refer others to me, once I get licensed?

YES: Great! (If married/couple): It's really important for my training that I meet with both of you.
I'm scheduled to work on (DAY) & (DAY). Which day works best for **BOTH** of you? **WFA**

WFA = Wait For Answer

What time is better, 6:00p or 8:00p? **WFA** Great! I'll see you and (spouse name) on (DAY) at (TIME)!
*** (TAKE NOTE OF APPT DATE & TIME TO CONFIRM AT THE END) ***

(Name), BEFORE I LET YOU GO... **I REALLY REALLY LIKE WORKING HERE**, SO IF SOMETHING SERIOUS COMES UP & YOU NEED TO RESCHEDULE, PLEASE LET ME KNOW AT LEAST 24 HOURS IN ADVANCE! OTHERWISE I'LL LOOK BAD WITH MY TRAINER.
(Trainer Name)'s ORGANIZING HIS/HER ENTIRE SCHEDULE AROUND MY TRAINING, SO I DON'T WANT TO CANCEL ON HIM/HER AT THE LAST MINUTE! **I REALLY REALLY APPRECIATE THE HELP**, BUT IF YOU NEED TO RESCHEDULE, CAN YOU DO THAT FOR ME?
GREAT! I'LL SEE YOU ON (DAY) AT (TIME)!

Q & A

Do I have to buy anything?

Answer: "**Absolutely not!** All you and (spouse) have to do is listen carefully and ask as many questions as possible so I can learn how to address those questions in the future! So what day works best for **BOTH** of you (DAY) or (DAY)?"

What do we have to do?

Answer: "All you and (spouse) have to do is listen carefully and ask as many questions as possible so I can learn how to address those questions in the future! So what day works best for **BOTH** of you (DAY) or (DAY)?"

Does my spouse really have to be there?

Answer: "**It's actually very important that you're both there**, in order for it to count as a successful training appointment for me, but more importantly, so that you're both fully aware of what I do, and you both can refer individuals who may need my services. So what day works best for **BOTH** of you (DAY) or (DAY)?"

What is this about?

Answer: "I'm working with a financial services company. I just need a favor, it's part of my training in order to get certified, **there's nothing buy!** I'm just trying to get my name out there, so what day works best for **BOTH** of you (DAY) or (DAY)?"

Top 12 KT Field Training Appointments

Top 12 KT Qualifications (Must Have At Least 4):

- M** - Married/Couple (BOTH MUST BE THERE!!!)
- A** - Age: 25 - 55
- C** - Children Under 18
- H** - Home Owner or In The Area 3+ Years
- O** - Occupation (Minimum Income = \$30,000)

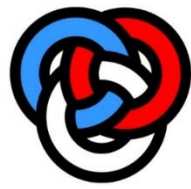
Do's And Do Not's of Appointment Setting:

- 1) Do Not Say "Life Insurance"
- 2) Do Not Say "Investments"
- 3) Do Not Give A "Short Presentation"
- 4) Do Say "I'm new & still in training, so many of your questions will be answered by my Trainer"

1st Name: _____	Date/Time: _____	Rating: _____
2nd Name: _____	Date/Time: _____	Rating: _____
3rd Name: _____	Date/Time: _____	Rating: _____
4th Name: _____	Date/Time: _____	Rating: _____
5th Name: _____	Date/Time: _____	Rating: _____
6th Name: _____	Date/Time: _____	Rating: _____
7th Name: _____	Date/Time: _____	Rating: _____
8th Name: _____	Date/Time: _____	Rating: _____
9th Name: _____	Date/Time: _____	Rating: _____
10th Name: _____	Date/Time: _____	Rating: _____
11th Name: _____	Date/Time: _____	Rating: _____
12th Name: _____	Date/Time: _____	Rating: _____

3 Critical Steps For Success!

- 1) **Manage Your Emotions! Give The Opportunity A Legitimate Shot!**
 - a) **RESTRAIN** from **JUDGING** the **OPPORTUNITY** until you've **COMPLETED** your training!
 - b) We're not going to get **TOO HIGH** or **TOO LOW** we're going to **COMMIT** for 12 FTOs!
 - b) If you don't want their life, don't take their advice!!!
 - c) Be an "investigative reporter" and really try to figure this thing out!!!
- 2) **SHOW UP!!!**
 - a) **SHOWING UP**, is 90% of the battle!!!
 - b) Arrive **EARLY**, take **NOTES**, **DEBRIEF** afterwards, and **STUDY** on your own time!
- 3) **Keep Managing Your Emotions And Plug In!!!**
 - a) It's worth mentioning a 2nd time! Don't talk yourself out of an **ABUNDANT** life!
 - b) Hold onto your Field Trainers belief and conviction until you stand on your own!
 - c) Call your Field Trainer **EVERYDAY** until **ALL 12 FTOs** are **COMPLETE!**
 - d) **PLUG IN** to the trainings and calls **EVERY WEEK** until **ALL 12 FTOs** are **COMPLETE!**



PRIMERICA

INTERVIEW TEXT

Hey I just came out of an interview; they asked me if I knew anyone who was hard working/ambitious & may be open to P/T work or a F/T position. I was thinking about giving them your number, is that cool? [WFA](#)
Expect a call from [\(Trainer Name\)](#).

KT TEXT (Very Shy Recruit...)

I am working on a second career and I'm in training. I've listed you as a character reference. You'll be receiving a phone call from [\(Trainer Name\)](#), my trainer. This is really important to me. Thanks, I really appreciate it.

Text Responses

“What is the company? What do they do? How much do they pay?”

It's a nationwide financial services company that is expanding right now in our area... They are looking for more people and I thought you might be a good candidate. [\(Trainer\)](#) is in charge of expansion, I'd rather he/she explain the details... Talk to you later.

“Do you need any experience, degree, or a certain background?”

What they are looking for is good people with great work ethic, that's why I thought of you... Since [\(trainer\)](#) is in charge of expansion, I'd rather have him/her explain the details...

“Did you quit your other job? Have you started yet? How is it going for you?”

I am excited about working with [\(trainer\)](#)! Set up a time to meet with her/him as soon as you can. I have a feeling you will be just as impressed as I am! Talk to you later.

“I just set up an interview with your boss, now what?”

GREAT! Thanks for letting me know. Let's touch base after you meet with [\(trainer\)](#), and make sure you keep your appointment or contact him/her if you have to change the time. Talk to you soon...

OR...

Awesome! I'll see you there! Since I am still early in my training if you have any questions just give [\(trainer\)](#) a call... Talk to you later...



PRIMERICA

PROSPECTING SCRIPT

During the initial conversation, focus on **FORMing** (Family, Occupation, Recreation, Mission/Motivation) the prospect to build a relationship with them, and learn more about them. Effective forming makes it a lot easier to obtain their name and number, so that you or your up-line (Regional Leader or Regional Vice President) can reach out to the prospect over the phone and set up an appointment.

Hey (**Prospect Full Name**), I'm curious, do you keep your options up to making additional money outside of what you currently got going on? **WFA** (If they say "Yes" or "What is it" proceed...)

I'm currently in a management training program with a local financial services company, and the hiring manager asked me to keep a look out for sharp people. You seem like a sharp individual, so I thought I'd ask... Would you be interested in interviewing with our Regional Manager? **WFA** (If they say "Yes" ...)

Great! Let me get your name and number, and I'll pass your number along to (**Recruiting Manager Name**), and he/she will call you to set up an interview! **COLLECT THEIR CONTACT INFORMATION!!!**

Great! (**Recruiting Manager Name**) should be calling you within the next 1-3 business days! Look forward to seeing you again! Take care!

Possible Responses

"What is the company? What would I be doing?"

We're a nationwide financial services company that's expanding in the area, we deal with everything and anything concerning business and personal finances. **(PICK BACK UP WHERE YOU LEFT OFF!!!)**

"What is the name of the company?"

We're PFS Inc., we're publicly traded on the New York Stock Exchange, and our stock symbol is PRI. Do you have any experience in the financial service business? **WFA (99% of people will say "no")** Great! We prefer to train people with no experience in order to maintain our high standards. **(PICK BACK UP WHERE YOU LEFT OFF!!!)**

"Do you need any experience, degree, or a certain background?"

Do you have any experience in the financial service business? **WFA (99% of people will say "no")** Great! We prefer to train people with no experience in order to maintain our high standards. **(PICK BACK UP WHERE YOU LEFT OFF!!!)**

"How much do they pay (or is it... hourly/salary/commission)?"

Do you have any experience in the financial service business? **WFA (99% of people will say "no")** Great! We prefer to train people with no experience in order to maintain our high standards. We'll discuss compensation in great detail during our interview. **(PICK BACK UP WHERE YOU LEFT OFF!!!)**

MY WHY...

MY GOALS

1.

2.

3.

MY AFFIRMATIONS

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

WHAT ARE YOU GRATEFUL FOR TODAY?