

WHAT I MUST DO IN MY FIRST 30 DAYS

DATE COMPLETED

WEEK 1

- Submit your IBA
- Receive your Solution Number
- Register on POL
- Register for PFSU
- Enroll in ENGAGE for 90
- Complete ENGAGE for 90 data entry
- Understand the 3X3 FAST START BONUS
- Develop GOAL LIST
- Develop CONTACT LIST (Top 25)
- Review CONTACT LIST with Field Trainer and/or RVP
- Understand what is a "5 POINTER MARKET"
- Understand E.T.H.O.R.
- Understand S.T.E.A.M.
- Understand N.E.A.D.S.
- Schedule 5-10 Field training appointments (WITH YOUR Field Trainer)
- Attend Opportunity Meetings
- Attend Saturday Training Sessions
- Meet & communicate with your Field Trainer/RVP
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WEEK 2

- Schedule 5 – 10 Training appointments
- Attend Saturday Training Sessions
- Attend Opportunity Meetings
- Complete YOUR updated FNA
- Read HOW MONEY WORKS
- Log onto www.KANdynasty.net
- Update your Contact List
- Continue PFSU classes
- Compare Auto Insurance with ANSWER FINANCIAL
- Meet & communicate with your Field Trainer/RVP

WEEK 3

- Schedule 5-10 Field training appointments
- Attend Saturday Training Sessions
- Attend Opportunity Meeting
- Complete PFSU
- Register on POL for PASS NOW Life exam study course
(www.primericaonline.com/Licensing & Education)
- Score 80%+ on Practice Exams
- Schedule Life Agent Exam date
- Meet & communicate with your Field Trainer/RVP

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WEEK 4

- Schedule 5-10 Field training appointments
- Attend Saturday Training Sessions
- Attend Opportunity Meetings
- Pass Life Agent exam
- Order FINRA Series 6 & 63 Securities License study material
- Understand BUY TERM & INVEST the DIFFERENCE
- Understand THE THEORY OF RESPONSIBILITY
- Understand THE POWER OF COMPOUND INTEREST
- Understand THE RULE OF 72
- Meet & communicate with your Field Trainer/RVP

By week 5 if you've followed the above CHECKLIST you have earned the FAST START Bonus, perhaps additional income from our other products and services. The beginnings of a TEAM is in place. Your basic knowledge of the concepts we teach are understood.

Keep growing, keep learning and become a STUDENT of the business...you'll reach your goals.



180 Day Goal – Build for Wealth!