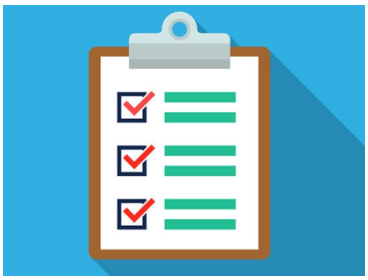
New Rep Success Checklist

1st 10 days



- Top 25 List – "Blueprint"
  - ***Video: Team Catalyst Orientation***
  - ***Video: Setting Appointments***
- 1x1,000 - 1 Recruit and $1,000 Life Prem
  - Usually requires 3-5 appointments
  - ***Sr. Rep Promotion***
    - $250→$350 increase in compensation
    - Plus ***$200 FT Bonus***
- Review/Implement Personal FNA
  - ***Video: Building your financial House***
  - ***Video: Why Primerica life***
- UCanPass Pre-licensing : complete all chapter quizzes
- Attend All Team Trainings
  - At Jax Office – Tue 7p – 8:30p EST
  - Zoom/Video - Thu 7:30p EST

Next 10 days

- ***Video: Keith Otto – The power of Primerica***
- ***Video: 7 Ways to develop leads***
- "3x3,000" 3 Recruits and $3,000 Life Prem
  - Will require 10-15 appointments
  - ***District Leader Promotion***
  - $350→$500 increase in compensation
  - ***$650 FT Bonus***
- UCanPass Pre-licensing: pass simulated exam and **schedule state exam**