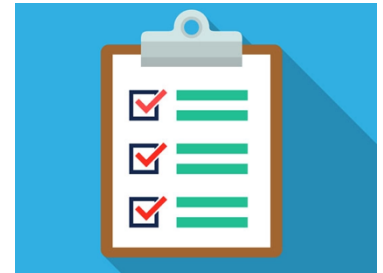


New Rep Success Checklist

1st 10 days



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

Next 10 days

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