

Leadership Training for Team Mana

May 16, 2020

9-11 am (in-person and Zoom)

Title	How to prospect in a way that makes everyone feel good
Who is it for?	<ul style="list-style-type: none">• new recruits• nonactive recruits• Team leaders who want to train their team how to prospect
Goal	Kickstart nonactive recruits who are getting distracted, lost their momentum, or are stuck.
Learning Objective	What do say to your friends and family. Learn how to prospect. Map a prospect's life path onto their business path of Primerica.
Time	90 minute online Zoom course with 80 participants

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Donna

Goal	To be with my family	You will be its your family at Team Mana
How	Through primerica	Through Primerica's system that Ini shared with me
Why	Giving us the opportunity and the overwhelming feeling of when we come together as Team Mana	
Where	from home	
Who	Free, wealthy, healthy	

Kamalani

Goal	To achieve time freedom with my family. to teach them time freedom	At team mana, you will have time-freedom with your family and you will teach your family time-freedom.
How	I want to invest in real estate. OPM Other people's money	You will do it though real estate investing with OPM & utilizing your own current resources
Why	Explore the world, show my children a different way of life	why? So that you can explore the world and show your children a different way of life.
Where	On Oahu and then expand to other regions and terrirtoies as God leads me to	You will do it first on Oahu and then expand to other regions and territories as God leads you
With Who	Spiritual successful people	with like-minded people
Who does it make me to be?	a marketplace minister	You will be a marketplace minister at Team Mana.

Maka

Goal	Financial Freedom	At team mana, you will have/ do _____ At team mana, you will have financial freedom
How	by owning my own business. For my age, my job was good and I could've stayed but I always knew that wasn't it, but I had to stay behind a desk. not even reaching the full potential. By developing myself into a leader.	By _____ and _____. By owning my own business and developing myself as a leader.
Why	To fulfill all that God has called me to me and reaching the lost. When you just know that you are different. That fight in you to keep going when it is hard.	Because I'm different. I have a fight in me that keeps going even when it's hard. (What's so unique about me?)
Where	As far as God will ever let me reach.	As far as God will ever let me reach.
With Who	With epos who are willing to ride the journey with me	With epos who are willing to ride the journey with me
Who does it make me to be?	Everything that God has called me to be. (a one pointer) Deeper purpose. 5 point system	At team Mana, you will be _____

Ajah

Goal	to be wealthy	At team mana, I will build wealth.
How	by becoming a successful business owner. Starting with people who I know and that are dreamers. How am I going to identify who is a dreamer? <ul style="list-style-type: none"> • that has a fire in them • knows that there's something more out there than this • trying to reach 	By identifying who has a fire in them and are trying to reach for more in their lives.
Why	I want to really achieve the freedom that my family deserves.	Because I am the difference in my family.

Where	Starting with Hawaii and across the regions.	Starting with Hawaii and then across the regions.
With Who	with dreamers, people who want to make a difference in their family.	With dreamers.
Who does it make me to be?	Be a chain breaker.	At team Mana, I am a chain breaker.