

A close-up, high-resolution photograph of a tiger's face. The tiger has orange and black striped fur and striking blue eyes. It is looking directly at the camera with a calm but intense expression. The background is dark and out of focus.

FORCE FOR GOOD

Training Manual

PURPOSE

The purpose of this manual is to:

1. Prospect for new clients
2. Sell policies to clients
3. Recruit new team members
4. Train new team members

CULTURAL SPECIFICITY

This manual is specifically tailored for:

- Polynesian & Hawaiian
- Later Day Saints
- Working and hard-working
- Families

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I	Prospecting	Hot Market	How to approach
	(just getting the appointment)		Talk Story
		Social Media Posts	
		Inviting to Opp Nite	
		List of 25	
		Networking	Personally branded marketing materials
			Elevator pitch
		Follow-up	
			One-liners
2	Sales	Kitchen Table	Presentation
	Building the dream	Zoom	
		IBA (Individual Business Associate)	
		Life Application	

		Financial Needs Analysis (FNA)	Long
			Short
		Client Solutions	Home security
			Legal Shield
			Car insurance
		Securities	
		Field Training Bonus	
		Follow-up	
3	Recruiting	First 7 Days	
	drinking the Cool-Aide	Day 1	Meet the family + positive vibes
		Day 2	Scheduling into their lifestyle
			Hearing from every family member
			Calendar
			Team branded gifts
			7 Day Check-List

			Admin: Adding them to the team roster
		Day 3:	P.O.L. Orientation
		Day 4:	Super Star
			Office Tour (dress)
		Day 5:	Study partner/group
			90 Day Bonus Plan
		Day 6:	Meet the Field Trainers
		Day 7:	Touch the Heart
			Initiation Ceremony
			Eye of the Tiger
			Party (food/drink)
			Karaoke
			Blessing / Anointing

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RECRUITING: ON-BOARDING THE FIRST 7 DAYS

- Day 1:

I . PROSPECTING

This is the part of the manual where your team learns how to prospect.