

Agent FastStart System

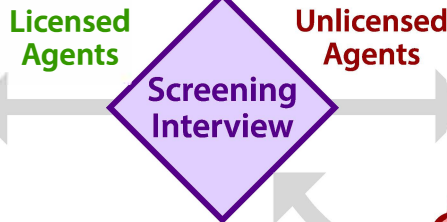
On-boarding Process & Evolution



Value Proposition ▶
 Recruiting Campaigns,
 Opportunity Meetings,
 eMail Blasts, etc.



Personal Recruiting Link



- Send FastStart Materials eMail & Review w/Agent
- Commit Agent to sending you paperwork within 48 hours
- Schedule FAP Appt 2 days out

Send Licensing Instructions eMail & Review w/Agent

- Receive Agent Agreement & Contracting Packet - Quick Review
- *Forward paperwork to Contracting*
- Activate UWU Access (up to 24 hrs.)

Licensing Exam

Licensing Portal

- FAP Appointment**
- Review Fin Action Plan w/Agent
 - Assign UWU Campus/Scripts
 - Send Website Overview eMail
 - Agent ID, Biz Cards, LL Website, etc.
 - Assign Training Calls/Webinars
 - Schedule Role Play Appt 7 days out
 - Select Upline, Level, and Carriers

Success for All Involved

- Review Agent Report each week
- Mon/Wed/Fri Calls to Agent
- Ongoing Leads/Prospecting

Coach & Mentor

Personal Producer

- Role Play Appointment**
- Role Play Prospecting/In-Home Pres
 - Assign Carrier Product Learning
 - Field Train Agent (where possible)
 - Have Agent Complete App on Self
 - Assign Prospecting Power Pyramid
 - Lead Plan for Agent (if applicable)

- Ensure Agent Receives 1st Leads
- Agent Supplies - Apps/Forms
- Knows to "Call from the Table"



Leads / Prospecting Plan

Agent Writes Biz

FeV

Additional Sales from FeV