



Insurance & Financial Services

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Agent Success Plan

Earn a Fortune & Build Your Agency to \$100,000 in Value
Confidential

1. Work 3 days a week.
2. Learn presentation and 5 basic closes
3. Commit to the agency building system.

Please, don't share this with anyone. **Very Confidential!** Would not want people to know you are only going to work three days a week.

1. **Work 3 days** on personal sales marketing universal life to accumulate money and provide protection for families. Set 3 closing interviews each day you work for a total of 9 closing interviews a week.
2. **Learn the 5 basic closes.** They are gold!! Treat them as precious to you and memorize them. Practice them every day. Use them in every closing interview. When they say this, you will automatically say "that" without even thinking. **It works!**

Factoid: The great closers, average closing on their fifth closing attempt.

3. **Get six people to join us** and do what you do – part time is ok. Help them do the same thing you do.

Agency Building: Recruit 6 new members every year. Then you will have to commit three days for yourself and up to three days for your people to get them trained and keep them producing.

Hey, you will earn a fortune!! So simple – Not necessarily easy!

The NewLife Network 3 Year Plan

Make \$50,000 per year in overrides and have \$100,000 in cash equity

Formula: You get 6 that get 2 each: $You > 6 > 2 = \$50,000$

Build your network to 18 people.

6 comin' > 6 goin' > 6 stayin' It is just the way it is!!

Average just 2 sales at \$50/month each per week.

18 People x 2/week x 52 wks x \$30 O/R each

\$56,160 per year in overrides!!

Plus over \$100,000 in earned equity!!

Now, keep in mind that unless you are in a closing interview to either sell or recruit, you are not working. Now, fold this up and put it in your pocket. Don't let anyone know you are planning to work only 3 days a week for maybe 6 to 8 hours a day. **It is amazing!! It really works!!**

It worked for me!!