



FAST START

PACKET

Top 10 Reasons "WHY" You're with PHP?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

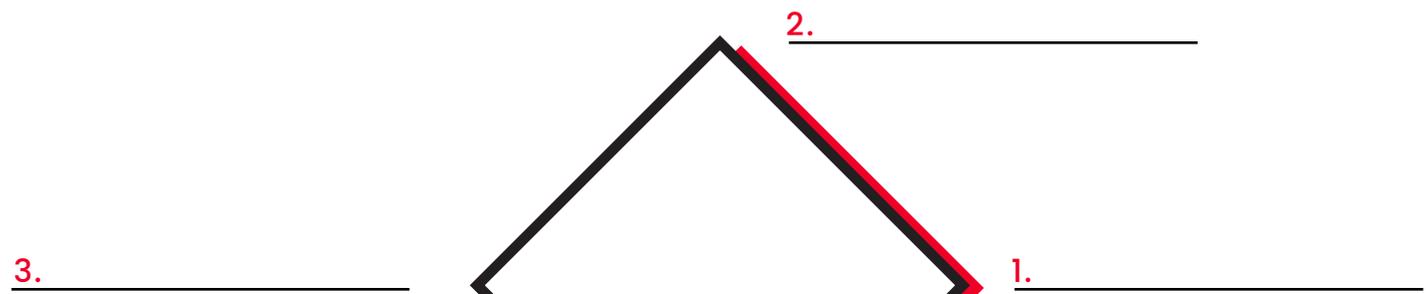
How important are these goals to you and your family? _____

How are you going to feel when these things come true? _____

How would you feel if you go through your whole life and none of these things happen?

So do you believe by working where you are that these goals will come true? _____

So you would agree that we need to make some changes? _____



- Business Owner
- Scenario of Disaster
- Trust & Credibility

Business Partners:

Associate ID #

Dated Started

Points

Product Type

1.					
2.					
3.			40%		
4.					
5.					
6.					
7.					
8.					
9.					
10.			50%		
11.					
12.					
13.					
14.					
15.					
16.					
17.					
18.					
19.					
20.					
21.					
22.					
23.					
24.					
25.			60%		



Setting an Appointment – Help Me Script

Hi _____ , this is _____ (small talk)

I'm calling to let you know, that I recently started with a financial services firm and I'm really excited about it. I'm going through training and I need your help.
(Pause, they will usually ask how can I help)

Well I'm in the training program that includes classroom training, getting my licenses and 10 on the job field training appointments. My goal is to get my 10 training appointments done in the next week. I value your opinion and was hoping you and (Spouse) _____ would help me out by being one of my training appointments. You'll help me out, wont you?

(Wait for an answer)

Great, Thanks! What's better for you _____ or _____ ?
(i.e. Wednesday or Friday? Morning or Evening? 7 or 8?)

WHAT IS IT? It's about 30-45 minutes and we will just stop by and show you all the things we do. And then maybe in the future if you know somebody or you hear anybody talk about it, you can give me a referral. If nothing else, I get my training out of the way! Fair enough?

REMEMBER

EXCITED | TRAINING | HELP | OPINION | REFERRALS

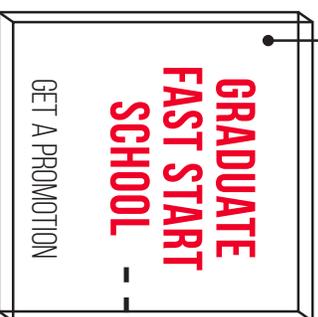


SYSTEM FLOW

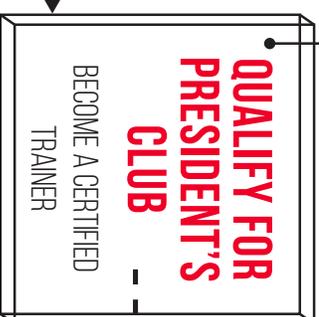
WEEK 1



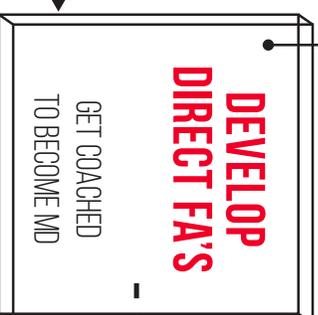
MONTH 1



MONTH 1 ON



MONTH 3-6



MONTH 6-12



MEET SPOUSE

BUSINESS PLAN

TOP 25

3 FT & 3 GUESTS

FINANCIAL ANALYSIS

LIFE CLASS

BIG EVENT

SPRINT AWARD

LIFE LICENSE

COMPLETE 10 FT.

3+3 ASSOCIATE

10+10 FIELD ASSOCIATE

25+25 DIRECTOR

10 REC. (AVERAGE)

25 REC. (ABOVE AVERAGE)

50 REC. (COMPETITOR)

100 REC. (RECORD BREAKER)

\$50,000 INCOME+

90 DAY RUN TO MD

GRADUATE PHP UNIVERSITY

15 LICENSED AGENTS

50 REC. & 100K POINTS IN 90 DAYS

COACHED BY S.V.P. TO BECOME AN S.V.P.

**HOW MUCH? HOW FAST?
"DO IT RIGHT THE FIRST TIME."**

WWW.PHPAGENCY.COM

Fast Start School Qualification

Associate Name _____ Date _____

School Date _____ School Time _____

WEEK 1



- | | |
|---|--|
| <input type="checkbox"/> MEET SPOUSE | <input type="checkbox"/> FINANCIAL ANALYSIS |
| <input type="checkbox"/> BUSINESS PLAN | <input type="checkbox"/> LIFE CLASS |
| <input type="checkbox"/> TOP 25 | <input type="checkbox"/> BIG EVENT |
| <input type="checkbox"/> 3 FT & 3 GUESTS | <input type="checkbox"/> SPRINT AWARD |

Marketing Director (MD) Signature

Date



TOP 25 WORKSHEET

Associate: _____	Marketing Director: _____
Date Completed: _____	MD Approval: _____

1	First Name	Last Name	*1 R/F/A	Phone Numbers	*2 Profile	Good Qualities	F/T	BOM	Results
2					12345678				
3					12345678				
4					12345678				
5					12345678				
6					12345678				
7					12345678				
8					12345678				
9					12345678				
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24					12345678				
25					12345678				

*1 (R) Relative (F) Friend (A) Acquaintance

*2 Profile: (1) 25+ Years (2) Married (3) Children (4) Home Owner (5) Income (6) Ambitious (7) Dissatisfied (8) Business-minded