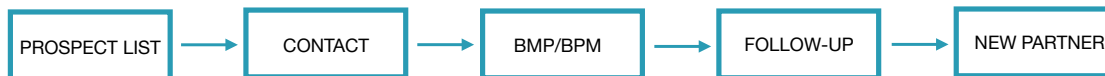


# Fast Start Appointment (Success Blueprint)

## Prospecting & Recruiting



## Licensing & Field Training



## Selling & Getting Referrals



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## Agenda

- 1 **Dreams & Goals** (Why)
- 2 **Get Licensed** (We want you to get paid)
- 3 **Restaurant Analogy** (Business Launch)
- 4 **Baseball Analogy** (Base Hits Win Baseball Games — Base Hits = Referrals)
- 5 **Who's Your Market** (Get names on paper and qualify with MACHO & BAD)
- 6 **Effective Conversation** (Exposure & Setting Appointments)
- 7 **3/3/30 is Our Building Block** (Experience & Advancement)
- 8 **Arrows of Life Story** (Early Negatives)

## All Roads Lead To:

1. **People Under Leadership (AUL)** - (i.e. Geometric Growth by Leadership Development)
2. **Assets Under Management (AUM)** - (i.e. You're income doubles with **The Rule of 72**)

# Top Goals & Business Plan

**What do I want from this Business?** BUSINESS GOALS SERVE YOUR PERSONAL GOALS

## Income

1 yr

3 yrs

5 yrs

## Time & Freedom?

1 yr

3 yrs

5 yrs

**What Are My Top 3 Strongest Abilities and Qualities? Why will I win here?**

Focus on my strengths, delegate to my weaknesses READ THIS PAGE TWICE DAILY

1

2

3

**Why do I want these things?**

What Emotions does it bring? FUEL DESIRE!

## Action Plan

State your hours of operation? Days/Times?



**S.M.A.R.T. Goals:** Specific - Measurable - Attainable - Relevant - Time based

## My Market (Spend 80% of your time with 6 - 8 Pointers)

[illegible][illegible]