



Keep It Going!

Earn \$1,000 a week in 10-Hours!

Benefits. Simplified.



Fast Start Program



10 Hours to \$1,000 A Week!

- 1** Someone You Know
- 2** Needs Assessment & Personalized Approach
- 3** Virtual Presentation
- 4** Customize A Solution
- 5** Application Process

Fast Start Program



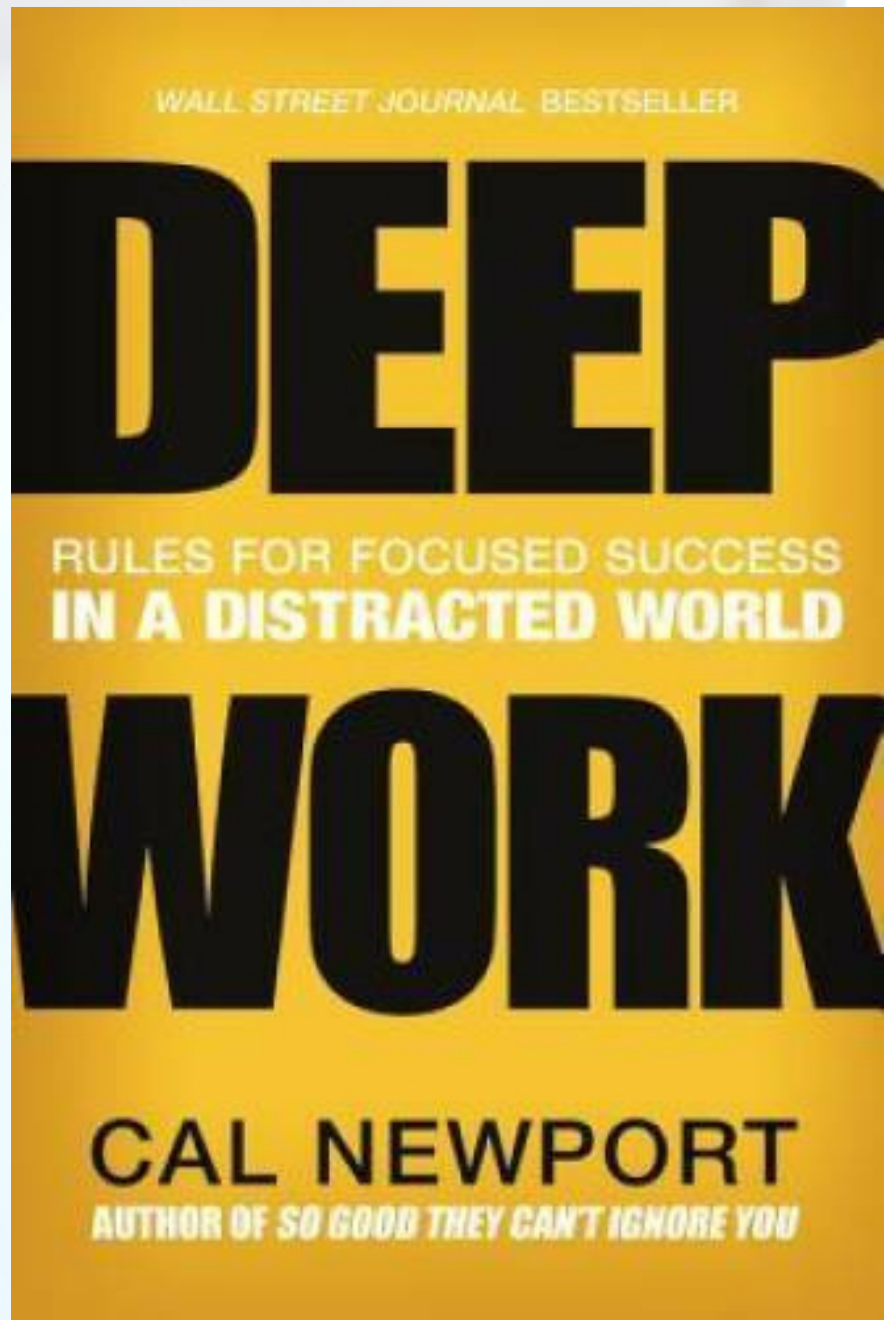
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**“
You don’t rise to the
level of your goals.
You fall to the level of
your systems.”**

James Clear - Atomic Habits



DEEP WORK



**Produce High
Quality Work
& Get Results**



**Focus On
Revenue
Generation
Tasks**



**Time
Blocking The
Most Vital
Activities**



TIME BLOCKING



Prioritize Deep Work



Set Clear Goals



Create a Weekly Schedule

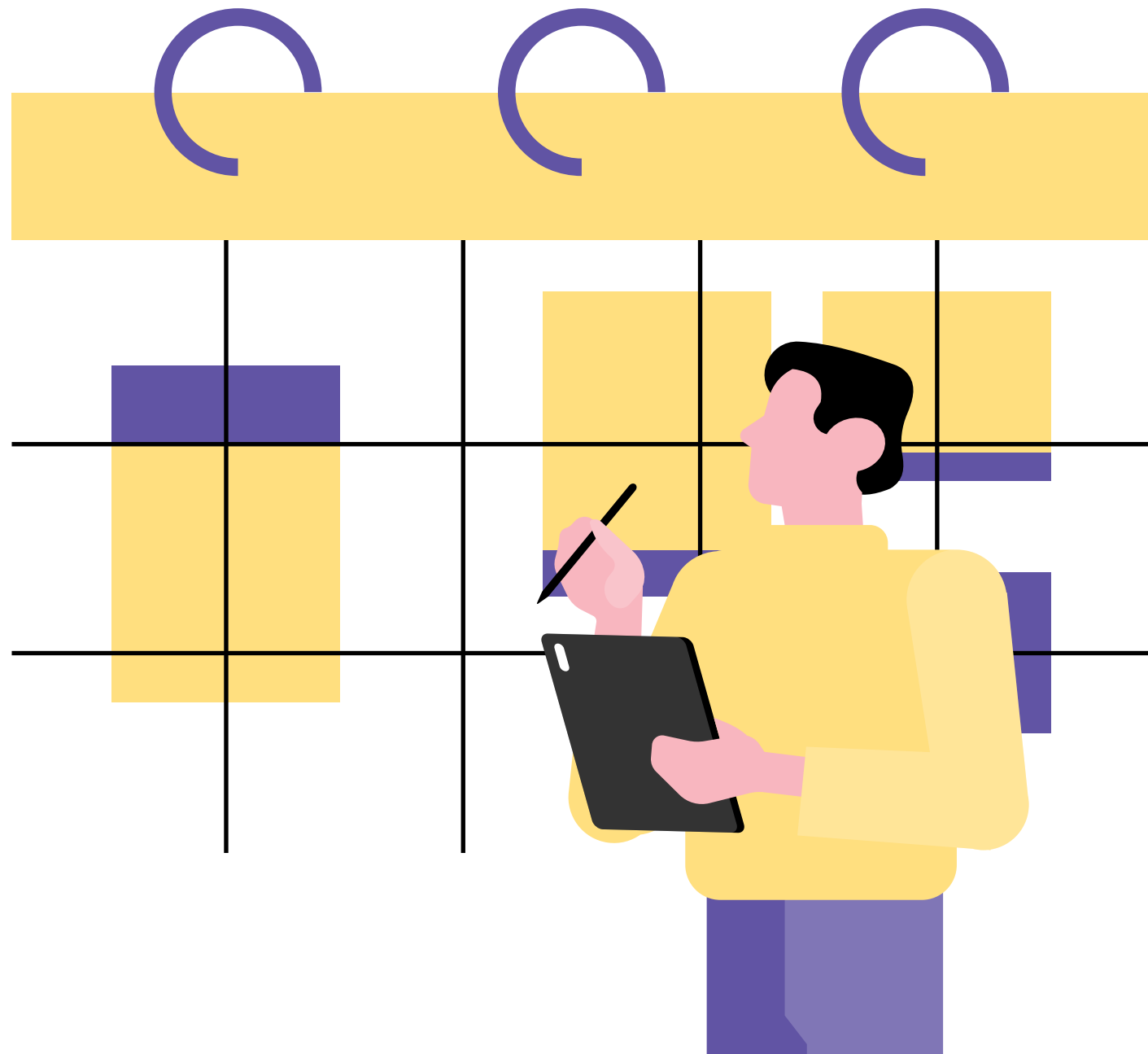


Eliminate Distractions



Follow Time Blocks Religiously

TIME BLOCKING



Batch Similar Tasks



Evaluate and Adjust



Leverage Technology



Maintain Work-Life Balance



Stay Committed

4 STEP TIME BLOCKING STRATEGY



Prospecting

During this session, the agent should focus on identifying and reaching out to potential clients.

- Cold calls or warm calls to leads.
- Networking with contacts in their warm market.
- Reaching out to referrals from satisfied clients.
- Engaging with online leads through emails and social media.



Client Meetings

This session is dedicated to meeting with clients, whether it's in person or through virtual meetings.

- Conducting consultations to understand clients' needs.
- Presenting insurance solutions and explaining policy options.
- Addressing client questions and concerns.
- Finalizing sales or setting up follow-up appointments.



Designing Solutions

Put your plan into action. Execute the chosen solution methodically. Allocate resources, assign responsibilities, and set milestones. Monitor the progress closely and make necessary adjustments along the way.



Taking Applications

After implementing the solution, assess its effectiveness. Did it solve the problem as intended? Evaluate the outcomes, both positive and negative. Identify lessons learned and areas for improvement in future problem-solving endeavors.

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Sales Strategy

This session involves working on the agent's sales strategy and ensuring that no potential client falls through the cracks:

- Reviewing leads and follow-up tasks.
- Strategizing on how to close deals and overcome objections.
- Developing customized proposals for clients.
- Following up with clients who are in the decision-making process.



Administrative & Marketing

Administrative tasks and marketing activities are essential to keep the business running smoothly:

- Updating client records and documentation.
- Managing email communication.
- Creating and scheduling social media content or email campaigns.
- Evaluating the effectiveness of marketing efforts and adjusting strategies as needed.

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Dave's solution is a Plan-B Accident policy	\$20.97 a month	Danielle's solution is a Plan-B Hospital policy	\$29.77 a month	John's solution is a \$20,000 lump sum cancer plan	\$73.69 a month	Emily's solution is a critical illness plan	\$19.44 a month
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Allison made \$1,000 her first week with a 10 hour investment!



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**Allison made \$1,000 her first
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Allison's Weekly Priorities

Date:
Week of February 21

High Priority
Client Acquisition and
Prospecting:



High Priority
Client Meetings and
Follow-Ups

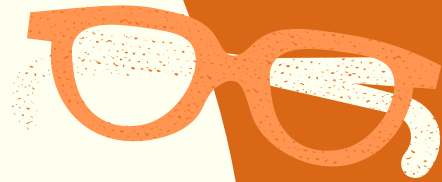


High Priority
Sales Strategy and
Pipeline Management:





Allison's Weekly Planner



Week:
February 21



Monday	<ul style="list-style-type: none">• 5:00 PM - 7:00 PM - Prospecting
Tuesday	<ul style="list-style-type: none">• 6:00 AM - 8:00 AM - Marketing/Administration
Wednesday	<ul style="list-style-type: none">• 5:00 PM - 7:00 PM - Client Meetings (Face to Face and Virtual)
Thursday	<ul style="list-style-type: none">• 5:00 PM - 7:00 PM - Client Meetings (Face to Face and Virtual)
Saturday	<ul style="list-style-type: none">• 9:00 AM - 11:00 AM - Sales Strategy





Thank You!

For Your Attention

Visit Our Website
www.nfcbenefits.com

