

New Agent Expectations



- ❖ *Dress code - business casual - Fridays jeans OK - maintain professional culture*
- ❖ *Help to maintain winning culture - attention to detail and excellence in ALL we do*
- ❖ *Mentally tough - BE COACHABLE! BRING WORK ETHIC AND PMA DAILY*
- ❖ *Training completed - 3 week total*
- ❖ *Complete all assigned homework in 1st week: SCHEDULE, VISION BOARD, ELEVATOR PITCH*
- ❖ *Complete TEAM Outreach by 1st MONDAY*
- ❖ *Complete SOCIALS Setup by 1st MONDAY*
- ❖ *Find a networking event to attend by 1st MONDAY*
- ❖ *Income goal - work back from target into daily tasks*
- ❖ *Meetings schedule - get into calendar - Agency, Team, Trainings*
- ❖ *TEST OUTS all passed in weeks 1,2, and 3 - objections, presentation/close, dental/vision*
- ❖ *In 1st 30 days - achieve MINIMUM of 2 sales*
- ❖ *Use CRM to dial aged elads 1st 2 weeks then move on to higher grade leads*

Goals

Monthly Income Goal:

Core Policies:

Commitment:

Agent Name

Mentor Name

Agent Signature

Mentor Signature