

NEW

AGENT TEST-OUT/ HOMEWORK



SCHEDULE:

Week 1- Friday: Objections

Week 2- Friday: Presentation and Close

Week 3- Friday: Applications with Dental and Vision

HOMEWORK DUE FIRST THURSDAY:

Schedule: week format with details on what you will do throughout the day. Ex: dials, social media, walk and talks, marketing, networking, etc. Also be sure to schedule your personal time.

Vision Board: Can be digital or physical- you will present to everyone

Elevator pitch: 10-second and 30-second, get creative and add a memorable tagline

DUE MONDAY AFTER TRAINING:

*Team Outreach (10 of each)

- Realtor
- CPA
- Divorce Attorney
- Mortgage Broker
- P&C Agent
- Financial Advisor

*All social media accounts set up

*Warm Market Outreach

*Find a networking event to attend for the week