

2019 FIELD TRAINING FORM for: _____ / _____
PRINT TRAINEE NAME TRAINEE AGENT #

SALES ACADEMY WEEK Monday: _____ FIELD TRAINING WEEK Monday: _____	AGENCY OWNER: _____ FORM COMPLETED BY: _____ <small style="text-align: right;">TRAINER'S NAME</small>
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DAY	SELLING HOURS	CALLS MADE BY		DEMOS MADE BY		SALES/PREMIUM MADE BY		COMMENTS
		TRAINER	TRAINEE	TRAINER	TRAINEE	TRAINER	TRAINEE	
MON						/	/	
TUE						/	/	
WED						/	/	
THU						/	/	
FRI						/	/	
SAT						/	/	
TOTAL						/	/	

Example:

MON	8.5	4	2	2	1	1/\$980	1/\$980	<i>Worked in new territory</i>
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ADDITIONAL COMMENTS:

The Field Trainer Incentive was designed to ensure all new sales professionals are field trained to the FHL standard, FHL is rewarding all Agencies the opportunity to participate in the new field Trainer Pay program.

1. Agency Builders will be paid when they train a new Sales Professional in their initial training week, in accordance with ABM training standards, and the new sales professional writes a minimum of \$2,500 GAP
2. The Agency Builder must complete a Field Training Form signed by both the AB and the trainee. The form must be submitted by the AB to their AO for approval. Once approved by the AO, the AO must submit to FHL for inspection and approval.
3. This form should be transmitted electronically via email by Monday (noon) following the training week. Delays in the submission of this form will delay payment of any bonus. Please send your forms to FTF@familyheritagelife.com.
4. Once approved by FHL, the AB will be paid the \$500 Field Training Pay. The \$500 bonus is paid by FHL in partnership with the AO.