

REMOTE SALES ACADEMY WORKFLOW

TIME	MONDAY (*12-7PM)		TIME	TUESDAY		WEDNESDAY			
START	OPPORTUNITY NOW		START	WHAT WE DO		WHY SUPPLEMENTAL			
12:00	INTRODUCTION/OBJECTIVES	J	8:30	INTRODUCTION/OBJECTIVES	B	INTRODUCTION/OBJECTIVES	J		
12:05	THE FAMILY HERITAGE STORY	J	8:35	SELF-STUDY REVIEW/RECOGNITION- POLL	B	SELF-STUDY REVIEW/RECOGNITION- POLL	J		
12:10			8:40	SUCCESS STORY- EAGLE	B	SUCCESS STORY- EAGLE	J		
12:15			8:45	CLAIMS TESIMONIAL VIDEO	B	CLAIMS TESTIMONIAL VIDEO	J		
12:20			GLOBE LIFE FAMILY HERITAGE DIVISION POLL	J	8:50	READ AN IRA	B	READ AN IRA	J
12:25	GUEST SPEAKER	J	8:55	GUEST SPEAKER	B	GUEST SPEAKER	J		
12:30			9:00						
12:35	GETTING TO KNOW THE FHD MOBILE APP	J	9:05	PRESENTATION FEATURES, BENEFITS, ADVANTAGES	B	OBJECTION & RESPONSE SYSTEM	J		
12:40			9:10						
12:45			9:15						
12:50			9:20						
12:55	FIT- COURSES, RESOURCES, VIDEOS	J	9:25	CANCERCARE L&E	J	FIT- OBJECTION & RESPONSE SYSTEM POLL	J		
1:00			9:30	CANCERCARE L&E	J				
1:05	SALES PROFESSIONAL'S WEBSITE	J	9:35	@ ICU COVERAGE	J				
1:10			9:40						
1:15	INJURCARE OVERVIEW	B	9:45	ICU L&E	J				
1:20			9:50	ICU L&E	J				
1:25	CARDIACARE OVERVIEW	B	9:55	CANCERCARE & ICU PRESENTATION	J			OBJECTION & RESPONSE	J
1:30	CANCERCARE OVERVIEW	B	10:00						
1:35	CANCERCARE OVERVIEW	B	10:05	BUILDING THE VALUE COMMITMENTS & COVERAGE CALCULATOR	J			@ REFERRALS- SALES/RECRUITING (TIP)	B
1:40	POLL	B	10:10						
1:45	LIFE PRODUCTS OVERVIEW (HLE/CWL)	B	10:15			MONEY BACK BENEFIT	J		
1:50	KNOWLEDGE-BASE TRAINING: PART 1- @ SAMPLE POLICY LEVELS & TYPES OF COVERAGE	B	10:20	FIT- PRESENTING SUCCESSFULLY POLL	J	PRE-APPROACH	B		
1:55			10:25						
2:00	10:30								
2:05	10:35								
2:10	FHD SUCCESS SYSTEM	B	10:40						
2:15	CYCLE OF SELLING	B	10:45	BEST PRACTICE: SELLING TECHNIQUES ASKING EFFECTIVE QUESTIONS, THIRD-PARTY SELLING, POWER NAMES	B	APPROACHING C2C	B		
2:20	FIT- INTRODUCTION: BUILDING RAPPORT	J	10:50						
2:25			10:55						
2:30	11:00								
2:35	11:05								
2:40	INTRODUCTION: BUILDING RAPPORT	J	11:10	@ PYSCHOLOGY OF SELLING	B	C2C APPROACH	B		
2:45			11:15						
2:50	V- BUILDING RAPPORT	J	11:20	CLOSE- T.A.C TRANSITION, APPLICATION, CLOSE	B	APPROACHING B2B	B		
2:55			11:25						
3:00	11:30								
3:05	AFTERNOON REVIEW POLL	J	11:35	CLOSE - T.A.C.	B	B2B MARKETING MINDSET	B		
3:10	LUNCH/DINNER BREAK		11:40	MORNING REVIEW POLL	B	MORNING REVIEW POLL	B		
3:15-4:00	LUNCH/DINNER BREAK		11:45-12:30	LUNCH BREAK		LUNCH BREAK			
4:00	Q & A	J/B	12:30	Q & A	J/B	Q & A	J/B		
4:05	INTRODUCTION BUILDING INTEREST & A NEED	J	12:35	KNOWLEDGE-BASE TRAINING: PART 2 PRODUCT GUIDE & UNDERWRITING	J	CRM/MSA INTEGRATION TRAINING	B		
4:10			12:40						
4:15	FIT- INTRODUCTION: BUILDING INTEREST & A NEED	J	12:45	COMPLETING AN eAPPLICATION & USING THE SHOPPING CART- POLL	J	OMNI-CHANNEL MARKETING OVERVIEW	J		
4:20			12:50						
4:25	V- BUILDING A INTEREST & A NEED	J	12:55	CLOSING & COMPLETING AN EAPP	J	REMOTE SELLING FUNDAMENTALS	J		
4:30			1:00						
4:35	INTRODUCTION PART 3: BUYING ATMOSPHERE	B	1:05	@ SOLIDIFICATION	B	FIT- KNOWLEDGE ASSESSMENT	B		
4:40			1:10						
4:45	FIT- INTRODUCTION BUYING ATMOSPHERE	B	1:15	KNOWLEDGE-BASE TRAINING: PART 3 ADMINISTRATIVE HANDBOOK	B				
4:50			1:20						
4:55	R-COMPLETE INTRODUCTION- POLL	B	1:25	GUEST SPEAKER	B				
5:00			1:30						
5:05	HOW WE GET PAID	B	1:35	SETTING UP YOUR MOBILE OFFICE	B				
5:10			1:40						
5:15	S.P. INCOME EXHIBIT	B	1:45	FIT- PERSONAL RECRUITING	B			4-WEEK QUICK START PLAN & NEXT STEPS- POLL	B
5:20			1:50						
5:25	A.B. INCOME EXHIBIT- POLL	B	1:55	INCENTIVE REVIEW- POLL	J	QUICK START CALL PROMO	B		
5:30			2:00						
5:35	CONTROLLING THE CONTROLLABLES	J	2:05	QUICK START CALCULATOR	J	MOBILE APP DOWNLOAD DEMO	B		
5:40			2:10						
5:45	KEY IDEAS & TAKE-AWAYS	J/B	2:15	KEY IDEAS & TAKE-AWAYS	J/B	KEY IDEAS & TAKE-AWAYS	J/B		
5:50			2:20						
5:55	SELF-STUDY ASSIGNMENTS	J	2:25	SELF-STUDY ASSIGNMENTS	J	SELF-STUDY ASSIGNMENTS	J		
6:00			2:30						
6:05	SOCIAL MEDIA CHALLENGE	J	2:35	SOCIAL MEDIA CHALLENGE	J	SOCIAL MEDIA CHALLENGE	J		
6:10			2:40						
6:15	Q&A	J/B	3:00	Q&A	J/B	Q&A	J/B		
6:20	CLOSING STATEMENTS	J/B	3:05	CLOSING STATEMENTS	J/B	CLOSING STATEMENTS	J/B		
6:25	WHO WE ARE	J/B	3:10	BAHAMAS MEMORIES	J/B	LEADERSHIP ACADEMY	J/B		
6:30	INSTRUCTOR ON-DEMAND	J/B	3:15	INSTRUCTOR ON-DEMAND	J/B	INSTRUCTOR ON-DEMAND	J/B		
6:35			3:20						
6:40	REPORT I.O.D. ACTIVITY	J/B	3:25	REPORT I.O.D. ACTIVITY	J/B	REPORT I.O.D. ACTIVITY	J/B		
6:45			3:30						
6:50	FIT- CANCERCARE FIT- INJURCARE FIT- CARDIACARE GIVE ALL THREE APPROACHES 20+		3:30-4:30	FIT- POSITIVE MENTAL ATTITUDE FIT- OVERCOMING FEAR & TIMIDITY SUBMIT 2 eAPPS FOR EACH: CANCERCARE, CARDIACARE, AND INJURECARE GIVE ALL THREE APPROACHES 20+		FIT- MANAGING REFERRALS FIT- ESTABLISHING CONTROL SUBMIT 2 eAPPS FOR EACH: CANCERCARE, CARDIACARE, AND INJURECARE GIVE ALL THREE APPROACHES 20+			
6:55			4:30						

VIDEOS

DISCUSSIONS,
MOTIVATIONAL,
CULTURE, ETC.

SALES PROCESS
OR PRODUCT
TRAINING

GUEST
SPEAKERS