

## 2024 FIELD TRAINING FORM

Please fill out this form in its entirety

**TRAINEE INFORMATION:**

NAME: \_\_\_\_\_

AGENT #: \_\_\_\_\_

RESIDENT LICENSE STATE: \_\_\_\_\_

**TRAINER INFORMATION:**

NAME: \_\_\_\_\_

AGENT #: \_\_\_\_\_

RESIDENT LICENSE STATE: \_\_\_\_\_

**\*Requirements** - The spirit of the Field Trainer Pay is to provide the trainer with compensation, beyond normal overrides, for training a new agent for a **full week**. The training is expected to be in accordance with ABM best practices and demonstrate the acquisition of clients by systematically following the Globe Life Family Heritage Division cycle of selling and the principles taught therein. In that spirit, the initial training week can be either of the first two weeks the new Sales Professional submits business.

**One trainer is expected to train ONE Sales Professional in a week. The same two agents may not train each other, and each be paid.**

The \$2,500 NAP minimum must be accomplished without counting any of the premium related to:

- Policies written on *the new agent, their spouse or children.*
- Policies written on *another agent, their spouse or children;* and,
- Policies the *new agent pays for.*

***The field trainer form should be transmitted electronically via email to [FTF@globe.life](mailto:FTF@globe.life), on Friday the week after the training. NO EXCEPTIONS will be made for forms received after the Friday deadline.***

|                                   |  |  |  |                          |  |  |  |
|-----------------------------------|--|--|--|--------------------------|--|--|--|
| SALES ACADEMY WEEK Monday: _____  |  |  |  | AGENCY OWNER: _____      |  |  |  |
| FIELD TRAINING WEEK Monday: _____ |  |  |  | FORM COMPLETED BY: _____ |  |  |  |

  

| 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   |               |               |         |               |         | /                     | /       |          |
| SUN   |               |               |         |               |         | /                     | /       |          |
| TOTAL |               |               |         |               |         | /                     | /       |          |

|     |     |   |   |   |   |         |          |  |
|-----|-----|---|---|---|---|---------|----------|--|
| MON | 8.5 | 4 | 2 | 2 | 1 | 1/\$980 | 1/ \$980 |  |
|-----|-----|---|---|---|---|---------|----------|--|

**FIELD TRAINER PAY**

- Once approved by Globe Life Family Heritage Division, the Agency Builder (AB) will be paid **\$500**. The **\$500** is paid by Globe Life Family Heritage Division in partnership with the Agency Owner.
- Agency Builders will be paid once they train a new Sales Professional in their initial training Week (definition below) in accordance with ABM training standards, and **the new Sales Professional writes a minimum of \$2,500 NAP in either of their first 2 weeks.**
- The Agency Builder will complete a Field Training Form signed by both the AB and the trainee. The AB will submit the form to their Agency Owner (AO) for approval. **Once approved, the AO will submit the form to Globe Life Family Heritage Division for inspection and approval.**

The completed Form must be emailed to [FTF@Globe.life](mailto:FTF@Globe.life) by the Agency Owner

\_\_\_\_\_  
Trainer Signature

\_\_\_\_\_  
Trainee Signature