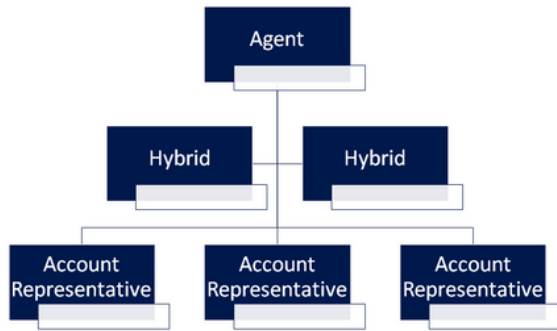


TROPHY CLUB CONSULTING



Team Structure



Agent

Customer Care Duties

Claims

Retention

Sales Duties

Simple Conversations

Office Duties

Team Meetings

Reports

Supplies

Marketing Material

Equipment Maintenance

Janitorial

Marketing Duties

Apartments

Mortgage Brokers

Realtors

Microsite and Google

Self-Prospects

Referrals

Social Media Content

Administrative

Bills and Accounting

HR

Payroll

Hybrids

Hybrid One

Claims

Retention

Customer Care Folder

SF Connect

BOD

General Service

Self-Prospects

Referrals

Hybrid Two

Claims

General Service

Self-Prospects

Referrals

GIOs and Reinstatements**

After-Hours Quotes**

Call-Ins**

Walk-Ins**

State-to-State**

In-Book Marketing Lists**

Direct Connects**

Internet Leads**

Account Representatives

Account Rep One

Simple Conversations

GIOs and Reinstatements

After-Hours Quotes

Call-Ins

Walk-Ins

State-to-State

In-Book Marketing Lists

Self-Prospects

Referrals

Direct Connects***

Internet Leads***

Account Rep Two

Self-Prospects

Referrals

Direct Connects

Internet Leads

Account Rep Three

Self-Prospects

Referrals

Direct Connects

Internet Leads

Marketing Assistant & Contact Representatives

Marketing Assistant

Direct Marketing

COI Development

Social Media Marketing

Event Planning & Marketing

Contact Representative

Outbound Calls to list views for Live Transfers

Outbound Calls to list views for in-book

Summary

Customer Care Duties

Claims

Retention

Customer Care Folder

SF Connect

BOD

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Sales Duties

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Walk-Ins

State-to-State

In-Book Marketing Lists

Self-Prospects

Referrals

Direct Connects

Internet Leads

Office Duties

Team Meetings

Reports

Supplies

Marketing Materials

Equipment Maintenance

Janitorial

Opening the Office

Mail

Marketing Duties

In-Book Marketing Lists

Apartments

Mortgage Brokers

Realtors

Microsite and Google

Self-Prospects

Referrals

Social Media Content

Administrative

Payroll

Bills

Accounting

HR