

FOUNDATIONS DAY THREE

RECRUITING AND HIRING

VIRTUAL INTERVIEW

RECRUITING VISIT

CANDIDATE REVIEW

OFFER

LICENSING

START DATE



FOUNDATIONS DAY THREE

THE FOUR PART MARKETING PLAN

BRANDING

PASSIVE MARKETING

DIRECT MARKETING

DOING GOOD/COMMUNITY EVENTS



TROPHY CLUB CONSULTING LLC
"DISCIPLINE TAKES NO VACATION"



FOUNDATIONS DAY THREE

UPCOMING CLASSES

- Elevate “Return of Premium vs. Term Life” March 13
- Evolve II Service March 17-19
- Quick Hit “Overcoming Common Objections” March 19
- Quick Hit “Open Q&A” March 26
- Elevate “Team Compensation and Incentives” March 27
- Quick Hit “Starting Your Day” April 2
- Elevate “Customer Care Success Plan” April 3
- Evolve April 7-9
- Quick Hit “Understanding Disability Needs” April 9
- Elevate “Utilizing The Quote and Onboarding Checklist” April 10
- Evolve II Sales April 21-23
- Quick Hit “The Triangle of Protection” April 23
- Elevate “The Internet Lead Process” April 24
- Quick Hit “Finding The Logical Liability Limits” April 30
- Elevate “Winning the Day for Leaders” May 1

CHECK OUT OUR RECORDINGS LIBRARY!



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