



TROPHY CLUB CONSULTING

EVOLVE II SALES LEARNERS GUIDE

TROPHY CLUB CONSULTING LLC





DISCLAIMER

Trophy Club Consulting is a privately-owned company that is not affiliated or endorsed in any way by State Farm.



SALES TEAM WINNING THE DAY



Validate the Hour

Daily Schedule

Additional Notes

SALES TEAM PRIORITIZATION



Overview

Inbound/Outbound Hierarchy

Salesforce

SALES TEAM EFFICIENCIES



Onboarding Key Items

Time Blocks

Email

Utilize Text

Write It Clean

SALES TEAM EFFICIENCIES



Keep Score

Sample Tracking Metrics

Lead Handling

LIFE INSURANCE



Term Life

Return of Premium Term

ADDITIONAL
NOTES



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PERMANENT LIFE INSURANCE



Permanent Life

The Five Things Whole Life Does

Additional Notes

THE TRIANGLE OF PROTECTION



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ADDITIONAL NOTES



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ADDITIONAL INFORMATION



Upcoming Classes

(All classes Eastern Standard time)

- ❖ February 18 - Quick Hit (10:30AM-10:45AM)
(Interview with a Top Producer)
- ❖ February 19 - Elevate (1:00PM-1:30PM)
(100 Application Development Plan)
- ❖ February 25 - Quick Hit (10:30AM-10:45AM)
(GIFE Fundamentals)
- ❖ February 26 - Elevate (1:00PM-1:30PM)
(2026 In-Book Marketing Plan)
- ❖ March 4 - Quick Hit (10:30AM-10:45AM)
(Building Community Connections)
- ❖ March 9-11 - Evolve (1:00PM-4:00PM)

Trophy Club Links



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LEAVE US A
GOOGLE REVIEW

