LEARNING PATH
CLASS DATES

NEW HIRE LEARNING PATH DATES		
Date	**Date**	**Date Completed**
See upcoming sessions	Basic Training	
03/09/26 - 03/11/26	Evolve (March)	
03/26/26	Elevate - Internet Lead Process	
04/30/26	Elevate - Systems for An Efficient Office	
Recording	Elevate - Utilizing ECRM To Write More Business	
06/11/26	Elevate - Top Marketing Strategies	
Recording	Elevate - Utilizing the Quote and Onboarding Checklist	
Date	**Short Takes**	**Date Completed**
Recording	FORM	
Recording	Step One	
Recording	Step Two	
Recording	Step Three	
Recording	Step Four	
Recording	Step Five	
Recording	Getting to GNC	
Recording	Asking for Reviews	
Recording	Ask for Referrals	
Recording	Answering the Phone	

LEARNING PATH
CLASS DATES

100 APPLICATION PRODUCER LEARNING PATH DATES		
Date	**Date**	**Date Completed**
04/13/26 - 04/14/26	Evolve II Sales	
02/19/26	Elevate - 100 App Producer Development Plan	
03/26/26	Elevate - In-Book Marketing Plan	
06/18/26	Elevate - Term Life Explained	
06/25/26	Elevate - Five Things Whole Life Does	
07/02/26	Elevate - A-Z Life Appointment Process	
TBD	Elevate - Return of Premium	
TBD	Elevate - Universal Life Strategies	