



# TROPHY CLUB CONSULTING

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**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

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## Daily Schedule

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## Additional Notes

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# SALES TEAM PRIORITIZATION



## Overview

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## Inbound/Outbound Hierarchy

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## Salesforce

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# SALES TEAM EFFICIENCIES



## Onboarding Key Items

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## Time Blocks

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## Email

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## Utilize Text

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## Write It Clean

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# SALES TEAM EFFICIENCIES



## Keep Score

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## Sample Tracking Metrics

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## Lead Handling

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# LIFE INSURANCE



## Term Life

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## Return of Premium Term

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ADDITIONAL  
**NOTES**



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# PERMANENT LIFE INSURANCE



## Permanent Life

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## The Five Things Whole Life Does

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## Additional Notes

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# THE TRIANGLE OF PROTECTION



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# ADDITIONAL NOTES



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# ADDITIONAL INFORMATION



## Trophy Club Links



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ON LINKEDIN



FOLLOW US  
ON INSTAGRAM



LEAVE US A  
GOOGLE REVIEW

