



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

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ADDITIONAL
NOTES



PERMANENT LIFE INSURANCE



Permanent Life

The Five Things Whole Life Does

Additional Notes

THE TRIANGLE OF PROTECTION



Handwriting practice area with ten horizontal dashed lines on a light gray background.

LIFE APPOINTMENTS



Life Appointment Structure

Retirement and Taxes

ADDITIONAL NOTES



ADDITIONAL INFORMATION



Trophy Club Links



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GOOGLE REVIEW

