



## Field Trainers Program

**This program begins after you have completed your first level of training including:**

- 10 Training Presentations with a Leader
- Earn Qualified Sr Representative Promotion or Above
  - Completed and implemented personal plan
  - Successfully presented the Opportunity to your coach
- **Successfully presented the Opportunity to your personal contacts and personal prospects with predicted outcome based on 8-5-3-1**

## 3 Levels of Field Trainers

### Level 1 Trainer:

Can successfully perform: 1<sup>st</sup> Presentations  
Follow Up  
IBA Checklist  
Mobile FNA Data Collection and Input  
PLPP Certified  
Life Licensed (Temp or Permanent)

### Level 2 Trainer:

Can successfully perform: All Level 1 Requirements  
Fast Start Planner  
Mobile FNA Carryback and Close  
FNA Long Form Data Collection  
Qualified District Leader or above  
Permanent Life Licensed (must have to get non-resident license and U4)

### Level 3 Trainer:

Can successfully perform: All Level 1 and Level 2 Requirements  
FNA Long Form Carryback and Close  
SIE Complete  
6 & 63 Licensed