

Knowledge and Growth

Adults want to know what is going to happen, what the path is. Without a clear understanding of the growth side of the business, adults will stay focused on the knowledge side because it is the tangible that we are drawn to. We are taught throughout life that you must know everything before you do anything. Primerica is built to be hands on learning. The process is like doing college and an internship at the same time.

In the first step, you will go to classes in the education center (training) and attend the licensing course (PFSU) on the knowledge side. At the same time, you and your field trainer will work with your prospects and recruit at least three new team members with you. This is how you will learn to do a presentation, answer questions, recruit, get referrals and develop clients.

In the second step, you will study for your state exam while also continuing to recruit directly to your business. Your field trainer, using overlapping leadership, will help your first recruits in the process of getting their first three recruits. You should also receive your promotion to District Leader (50%) in this period.

In the third step, you will have passed your state exam and continued to recruit directly into your business. You should also be a qualified Level 1 Field Trainer and using overlapping leadership, you should be helping your downline in the recruiting and training processes. Your field trainer will continue to overlap and help build your business. You should earn your Division Leader (60%) promotion in this period.

Your Regional Vice President is there to help, guide and teach you and your team as you grow your business. They will also use overlapping leadership to help support and build your team as long as you are in the baseshop.

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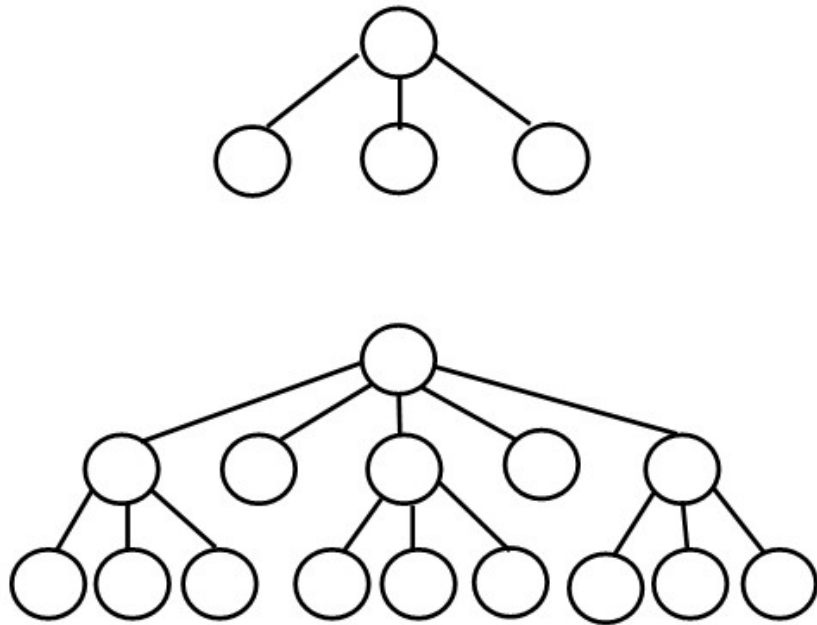
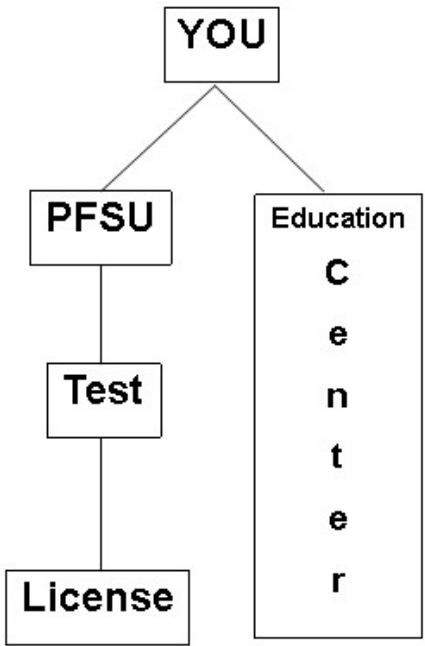
Knowledge

- Orientation
- Field Training with your Trainer
- Thursday Night Training
- Complete PFSU (UCanPass)
- Test Prep – Go Green
- Pass state life exam
- Become a Certified Level 1 Field Trainer

Growth

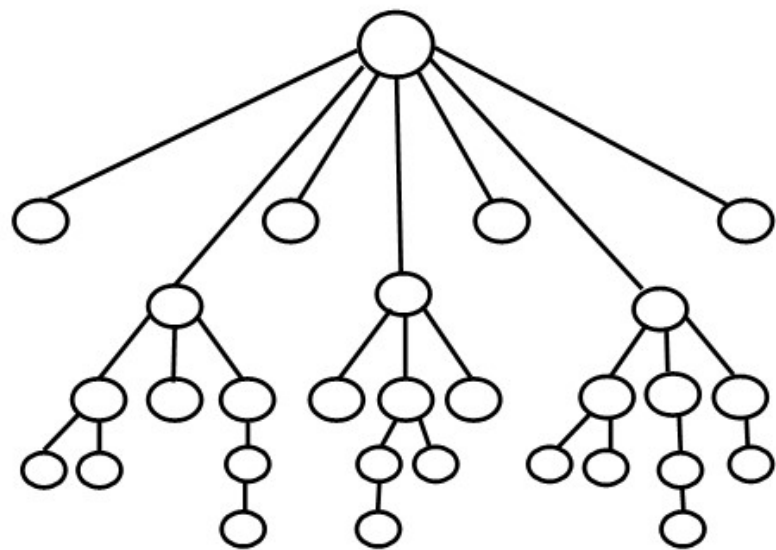
- Field Training with your Trainer
- Tuesday Opp Meeting
- 1 Direct Rec + 1000BP = \$300 Bonus
- Sr Rep Promotion
- 3 Direct Rec + 3000BP = \$900 Bonus
- District Promotion

Knowledge & Growth



***Knowledge Without Growth
Leaves You Without...***

- ◊ Recruits
 - ◊ Money
 - ◊ Referrals
 - ◊ Hands-On Experience
- Building the Business



*"You do the business to learn it-
you don't learn the business to
do it."* John Addison, Ret