



## 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 Field Trainer or RVP

## 3 Levels of Field Trainers

### Level 1 Trainer:

Has successfully completed:

First Presentations (with your own personal prospects with predicted Outcome based on 8-5-3-1)  
Follow Up  
Mobile FNA Data Collection and Input  
Life Licensed (Temp or Permanent)  
Attended all Fundamental Skill Sets classes at least once

### Level 2 Trainer:

Has successfully completed:

All Level 1 Requirements  
Fast Start Planner  
First presentations with your own personal prospects while training a New team member with their prospects  
Closed business based on Mobile FNA analysis  
FNA Long Form Data Collection  
Qualified District Leader or above  
Passed life insurance exam  
Enrolled and attending Train the Trainer classes

### Level 3 Trainer:

Has successfully completed:

All Level 1 and Level 2 Requirements  
Closed business based on comprehensive FNA analysis  
Fully Certified TTT  
Have opened SIE study material