

Field Trainers Program Outline:

The field trainers training program begins after the successful completion of the 1st 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**

RVP has final approval in all advancements and promotions

RVP assigns and monitors field trainers

Overlapping Leadership – the certified field trainer will overlap the training rep to teach, train and develop the levels below that rep until such time as the training rep has become a certified Level 2 Field Trainer. This insures that each representative receives the quality training needed to maximize their opportunity.

The new representative will not receive commissions for the 1st 3 life insurance sales that occur with their contacts and prospect markets. These are considered training for the new representative. These sales will count towards qualifying the company bonus program. In the representative's contacts and prospect markets all recruits and referrals in the training process will go to the new representative.

If, after the initial 3 life insurance sales, the representative has a license, but still requires the help of a certified field leader – the sales will be done as a split sale – this means the rep will receive half commission split with the field trainer.

Level 1 Field Trainers can perform the activities described and are working with a coach on becoming certified in Level 2 activities. You must pass your state insurance exam to move to a Level 2 Field Trainer.

Level 2 Field Trainers can perform the activities described and are working with a coach on becoming certified in Level 3 activities.

Overlapping leadership will continue to occur as needed and determined by the RVP.