

Frances Avrett's Rules for Winning

I understand the value of time.

I will not waste your time. I will not allow you to waste my time.
I will do the right things at the right time.

My Focus: Grow My Business

New Recruits
Production
Income

I will keep my Activity Pipelines full.

I will tell the Primerica story 3 to 6 times every day.

I will always make decisions that are best for the TEAM.

I will see every prospect (person) as a possible recruit.

I will always ask for referrals.

I see every recruit as a RVP.

See Primerica Corporation as MY company.

Allow mistakes.
Treat relationships like I own the company and these people are family.

I will treat all Primerica representatives as my team to create TEAM POWER.

I will be careful taking positions.

Always Coachable

I will be a great follower and a great team player to become a great leader.

I Will Not Quit

Only one person controls my future. No one person determines my success but me. If 50 quit before 1 wins – **it is worth it.**