

How to Identify a Serious Person:

- They bring quality people to the Opportunity Meeting ASAP (i.e., the first Opp after commitment to join.).
- They are eager to learn. They call you with questions.
- They ask for help. They have someone for you to see.
- They are excited about Primerica. They understand enough to know the system works and are excited about working. They attend training sessions regularly.
- They are making a commitment. They show this by owing our product and by spending time to learn all they can about the business. They become a Crusader.
- They have goals. Goals help drive a person.
- They have a list of prospects. The names are written down.
- They are fun to be with. They look forward to your coming and you look forward to seeing them for business and pleasure.
- They are positive! It is Contagious!
- They get their partner involved.