

Self Study requirements to attend the Live Role Play trainings.

Category	Task
<input type="checkbox"/> Contracting	Obtain state License number and update application on the onboarding portal "My Tasks"
<input type="checkbox"/> Administrative	Add Meeting Schedule (all on zoom) to Calendar
<input type="checkbox"/>	Save to computer phone script, telesales carrier guide, client presentation flip chart, client presentation scripts (QMS and QMS Real Time)
<input type="checkbox"/>	Save carrier quoting link bookmarks in Chrome on your computer/laptop
<input type="checkbox"/>	Bookmark mobile quoting website in Chrome for mobile phones/tablets
<input type="checkbox"/>	Register for Virtual Mentor account on vm.sfglife.com
<input type="checkbox"/>	Create a folder and save core carrier applications to computer desktop
<input type="checkbox"/> Appointment Setting	Watch the training videos in Part A of the SFGAgentMentor training site.
<input type="checkbox"/>	Read the script out loud 20 times, paying attention to delivery as outlined in the videos. Record the 1st and 20th reading and send to upline for guidance.
<input type="checkbox"/>	Watch the training videos in Part B: Objections
<input type="checkbox"/>	Hand write the objections on flash cards for portable study purposes
<input type="checkbox"/>	Send picture of flash cards to your Agency Owner and/or Upline
<input type="checkbox"/>	Memorize the 2 Deflections in the Objections document
<input type="checkbox"/>	Memorize Objections numbered 2, 3, 4, 5, 12 and 13 to 95% efficiency
<input type="checkbox"/> CHECKPOINT	Thursday 8pm EST the above items will be tested for completion
<input type="checkbox"/> Client Presentation	Watch all 4 training videos outlining the R.E.A.L system while taking notes
<input type="checkbox"/>	Read script out loud 10 times
<input type="checkbox"/>	Record the 10th reading on Zoom screen sharing your script
<input type="checkbox"/>	Send link of this recording to your Agency Owner and/or Upline for review.
<input type="checkbox"/>	Listen to Why training recording with John Ziller (approx 1 hour)
<input type="checkbox"/>	Send draft of your Why story to your upline for review
<input type="checkbox"/>	View Critical Period training video (<i>Click Continuing Ed. Item 3 for the videos</i>)
<input type="checkbox"/> CHECKPOINT	At the end of your self study week, be prepared to demonstrate all homework is complete as well as efficiency with Objections and Introduction of the appointment setting script live with your Agency Owner and/or Upline.
<input type="checkbox"/> Catch-up	Over the weekend as necessary. Training assignment completion must be verified prior to beginning week 2 Live Role Play classes to receive a registration link for access to the Live Role Play trainings.
<input type="checkbox"/> Final Step!	Receive a registration link for access to the Live Role Play trainings.