

Your Roadmap to Success with the Career Agent Program

Week 1 Agent FastStart

- Study and learn in the Mortgage Protection Campus
- Role Play with your Coach
- Know your Core Carrier basics
- Receive A- Leads, B Leads and Pre-Approach Leads*

*where available

Weeks 2 & 3 Produce/Hone Skills

- Work Your A-, B & Pre-Approach Leads Diligently
- Field Train
- Collect a Financial eValuator at Every Appointment
- Master all MP Campus Scripts (Phone, Presentation, Referral, Etc.)
- Visit & Learn the Carrier Websites

Week 4 It All Comes Together

- Work Your FRESH Direct Mail A Leads
- Work Your A-, B, Referral and Pre-Approach Leads
- Collect a Financial eValuator at Every Appointment and Follow Up
- Place Your Issued Cases

REMEMBER YOU ARE NEVER ALONE! CALL YOUR COACH/MANAGER WITH ANY ISSUES, QUESTIONS OR OBJECTIONS YOU COME ACROSS... ESPECIALLY IN THE HOME!