



FAST START

Top 10 Reasons “WHY” You’re with PHP?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

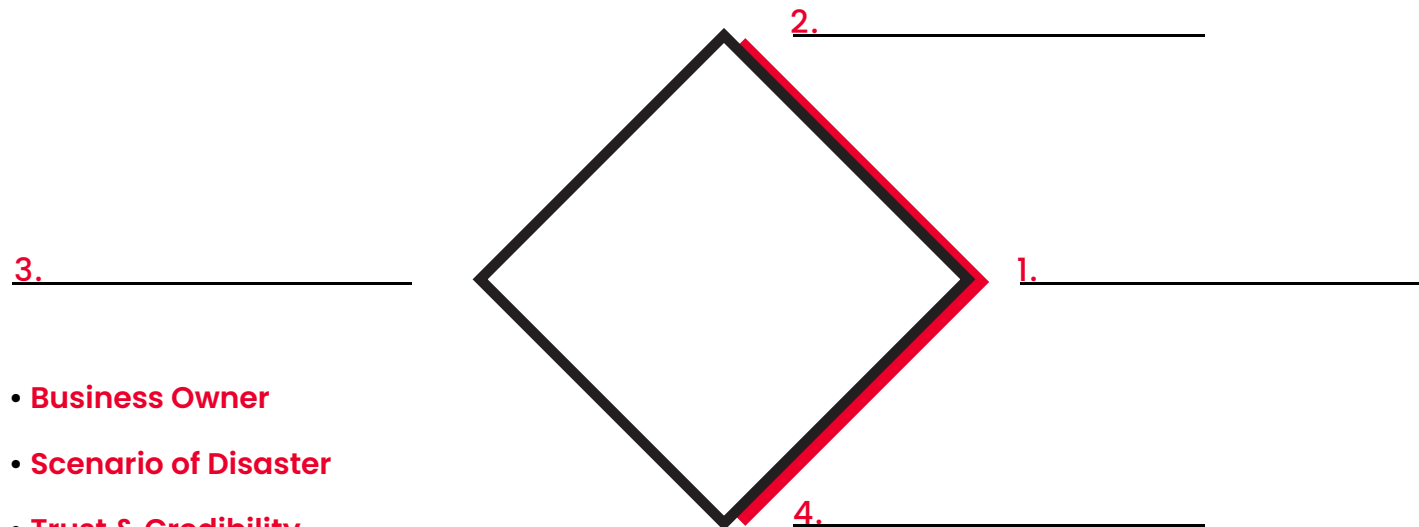
How important are these goals to you and your family? _____

How are you going to feel when these things come true? _____

How would you feel if you go through your whole life and none of these things happen?

So do you believe by working where you are that these goals will come true? _____

So you would agree that we need to make some changes? _____



- Business Owner
- Scenario of Disaster
- Trust & Credibility

HOME RUN

Business Partners :

Associate ID #

Dated Started

PointsProduct Type

1.				
2.				
3.			40%	
4.				
5.				
6.				
7.				
8.				
9.				
10.			50%	
11.				
12.				
13.				
14.				
15.				
16.				
17.				
18.				
19.				
20.				
21.				
22.				
23.				
24.				
25.			60%	

HEY... HOW ARE YOU? (SMALL TALK), WHAT'S NEW WITH YOU?

THE REASON IM GIVING YOU A CALL IS BECAUSE:

I JUST STARTED RUNNING MY BUSINESS IN THE FINANCIAL SERVICES INDUSTRY, AND MY GOAL IS TO HELP EDUCATE EVERYONE IN THE COMMUNITY & IN MY CIRCLE BECAUSE NO ONE IS TEACHING FINANCIAL LITERACY. IT'S ALSO FOR MY TRAINING, BUT I KNOW YOU WILL BENEFIT ON IT. IT WILL TAKE 25-35 MINS ON ZOOM, SINCE I AM NEW TO THE INDUSTRY, I WILL BE HAVING THE #1 EDUCATOR IN THE COMPANY ON THE ZOOM TRAINING ME.

I TRULY VALUE YOUR OPINION, YOU'D BE WILLING TO HELP ME WITH THIS APPOINTMENT, RIGHT?

GREAT, I REALLY WANT TO COMPLETE THESE TRAINING IN THE NEXT 3-5 DAYS, WHAT'S BETTER FOR YOU, LATER ON TODAY OR TOMORROW? MORNING/AFTERNOON OR EVENING?

- THANK YOU AGAIN I WILL SEND YOU THE ZOOM LINK SHORTLY SEE YOU [BLANK SPACE]!

WHAT IS IT?

IT'S ABOUT 30-45 MINUTES AND WE WILL JUST STOP BY OR WE CAN DO A ZOOM MEETING AND SHOW YOU ALL THE THINGS WE DO. AND THEN MAYBE IN THE FUTURE IF YOU KNOW SOMEBODY OR YOU HEAR ANYBODY TALK ABOUT IT, YOU CAN GIVE ME A REFERRAL. IF NOTHING ELSE, I GET MY TRAINING OUT OF THE WAY



SYSTEM FLOW

WEEK 1

NEW ASSOCIATE

QUALIFY FOR FAST START SCHOOL

- MEET SPOUSE
- BUSINESS PLAN
- TOP 25
- 3 FT & 3 GUESTS
- FINANCIAL ANALYSIS
- LIFE CLASS
- BIGEVENT
- SPRINT AWARD

MONTH 1

GRADUATE FAST START SCHOOL

GET A PROMOTION

- LIFE LICENSE
- COMPLETE 10 FT.
- 3+3 ASSOCIATE
- 10+10 FIELD ASSOCIATE
- 25+25 DIRECTOR

MONTH 1 ON

QUALIFY FOR PRESIDENT'S CLUB

BECOME A CERTIFIED TRAINER

- 10 REC. (AVERAGE)
- 25 REC. (ABOVE AVERAGE) GRADUATE PHP UNIVERSITY
- 50 REC. (COMPETITOR)
- 100 REC. (RECORD BREAKER)

MONTH 3-6

DEVELOP DIRECT FA'S

GET COACHED TO BECOME MD

- \$50,000 INCOME+
- 90 DAY RUN TO MD
-

MONTH 6-12

PROMOTION MARKETING DIRECTOR

DEVELOP OTHER MD'S

- HAVE 3 DIRECT F.A.'S
 - 15 LICENSED AGENTS
 - 50 REC. & 100K POINTS
 - IN 90 DAYS
- COACHED BY S.V.P. TO BECOME AN S.V.P.

**HOW MUCH? HOW FAST?
"DO IT RIGHT THE FIRST TIME."**

www.phpagency.com

Fast Start School Qualification

Associate Name _____ Date _____

School Date _____ School Time _____

WEEK 1



- | | |
|------------------------------------------|---------------------------------------------|
| <input type="checkbox"/> MEET SPOUSE | <input type="checkbox"/> FINANCIAL ANALYSIS |
| <input type="checkbox"/> BUSINESS PLAN | <input type="checkbox"/> LIFE CLASS |
| <input type="checkbox"/> TOP 25 | <input type="checkbox"/> BIG EVENT |
| <input type="checkbox"/> 3 FT & 3 GUESTS | <input type="checkbox"/> SPRINT AWARD |

Marketing Director (MD) Signature

Date



TOP 25 WORKSHEET

Associate: _____	Marketing Director: _____
Date Completed: _____	MD Approval: _____

1	First Name	Last Name	*1 R/F/A	Phone Numbers	*2 Profile	Good Qualities	F/T	BOM	Results
2					12345678				
3					12345678				
4					12345678				
5					12345678				
6					12345678				
7					12345678				
8					12345678				
9					12345678				
10					12345678				
11					12345678				
12					12345678				
13					12345678				
14					12345678				
15					12345678				
16					12345678				
17					12345678				
18					12345678				
19					12345678				
20					12345678				
21					12345678				
22					12345678				
23					12345678				
24					12345678				
25					12345678				

*1 (R) Relative (F) Friend (A) Acquaintance

*2 Profile: (1) 25+ Years (2) Married (3) Children (4) Home Owner (5) Income (6) Ambitious (7) Dissatisfied (8) Business-minded