

Fast Start Planner

Team Building Basics



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Welcome to Primerica!

By joining our team, you've shown that you're committed to being a SUCCESS and your success is important to us. This booklet has been specifically developed just for you – the new recruit. The concepts and guidelines you'll find throughout this booklet were designed to get your new business on the fast track.

At Primerica, we believe that you can achieve your dreams. Our time-tested, proven system has helped train thousands of new leaders get their businesses started. We believe that to be successful all you need to do is follow these simple steps:

DREAM IT. PLAN IT. DO IT.

For more information about our incredible company, who we are, our mission and history, visit **www.primerica.com** or **www.primericacanada.ca**. As soon as you receive your solution number, you can access all the information to help build your business on Primerica Online (www.primericaonline.com, POL).

Get Trained: On POL, click on the **Field Instruction** tab to access training and motivational tools. Under this tab, there are eight key instructional areas: **Why Primerica, Getting Started, Building Your Business, Leadership, Training in Spanish, Canada Training, Web FNA, and Social Media**. Click on any of the tabs for relevant information.

Name: _____

Home Phone: _____

Work Phone: _____

Upline's Name: _____

Upline's Home Phone: _____

Upline's Work Phone: _____

Pre-licensing School Address:

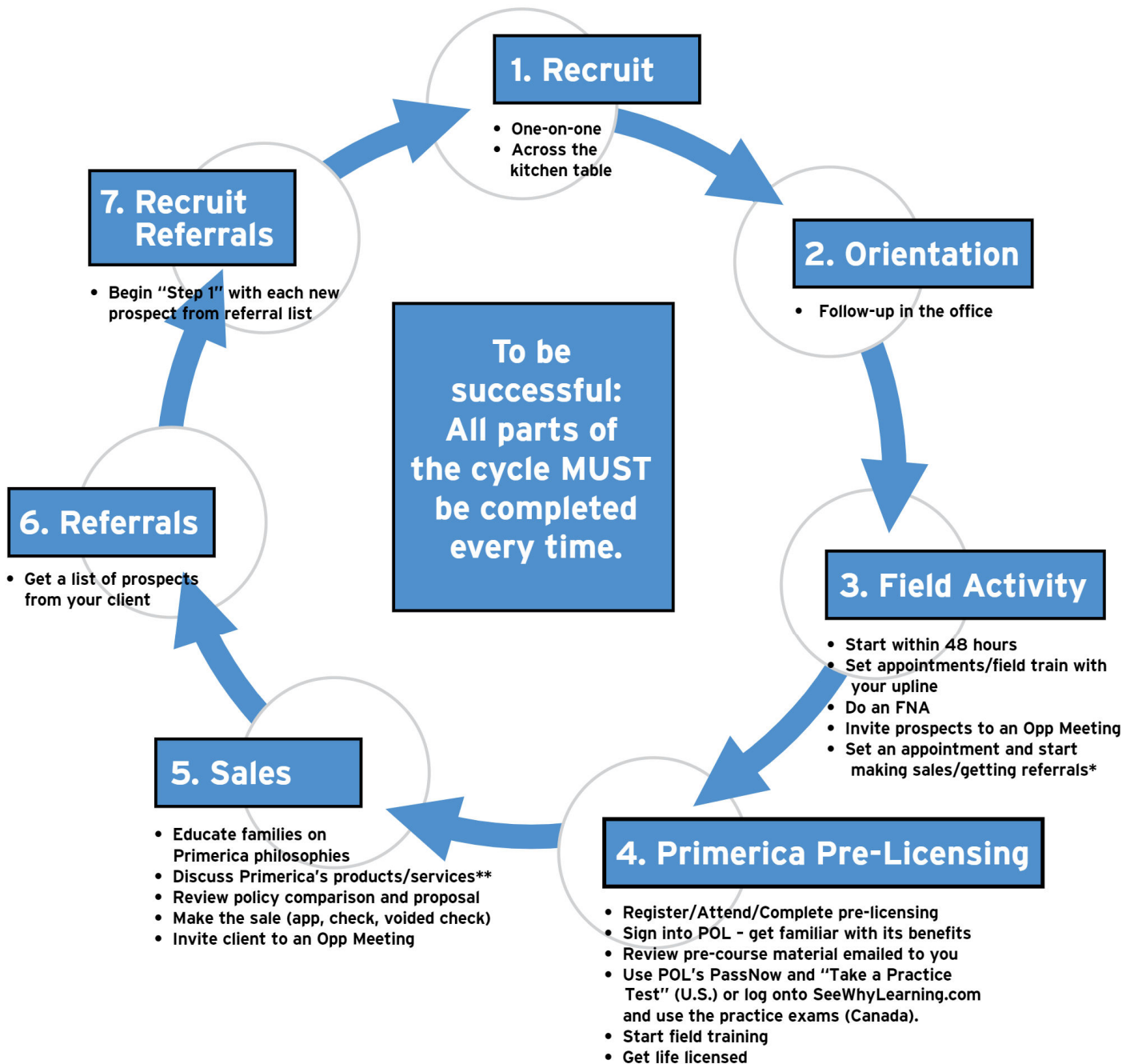
Pre-licensing School Start Date: _____

Pre-licensing School Completion Date: _____

State/Province Exam Date: _____

The Success Cycle

Your success will depend on your learning the Success Cycle, understanding it, using it yourself and teaching it to others.



*Most products require you to be licensed or certified to market them. Check with your trainer for details.

**You may not discuss products/services for which you are not licensed or certified.

Important note: Remember to always comply with Primerica's telephone solicitation policy. Rules on "Do Not Call" can be found in section 7.2 of the Advertising Handbook under the compliance tab on POL.

Identify Your Dream

The first step on the path to success is to **DREAM IT**. Creating goals – both business and personal – are important. Take a moment to write down what you want to achieve, both in the near-term and long-term. This will help you stay focused and give you the fuel you need to succeed.

Why Are You Here?

1. What do you want to accomplish in:

One Year

Three Years

Five Years

Your Lifetime (What do you want to achieve for yourself/your family – financial independence, etc.?)

2. Will you allow your upline to hold you accountable to your goals?

Milestone	Deadline (date)	Achieved (date)
IBA submitted		
Representative designation		
Senior Rep designation		
District Leader designation		
Division Leader designation		
Regional Leader designation		
RVP designation		

Review these goals often to make sure you're on the fast track to success!

Regional Vice President & Beyond

Your journey to success starts at the RVP level – but it doesn't end there. See how far you can climb by building our team and producing.

Level: RVP

(Check your RVP's guidelines for qualifications)

Potential Earnings: \$100,000+ per year*

Level: SVP (3 direct RVPs)

Potential Earnings: \$250,000+ per year*

Level: NSD (6 direct RVPs)

Potential Earnings: \$500,000+ per year*

Level: SNSD (9 direct RVPs)

Potential Earnings: \$750,000+ per year*

*From January 1 through December 31, 2012, Primerica paid a total of \$509,227,049 in compensation to its sales force, at an average of \$5,513 per life licensed representative. Actual gross cash flow is, among other factors, dependent upon the size and scale of a representative's organization, the number of sales and the override spread on each sale, and the ability and efforts of a representative and their downlines. Having said this, Primerica provides an opportunity for individuals who work hard to develop a business with unlimited income potential.

