Hey \_\_\_\_\_\_\_\_ Congratulations once again. The team and I are excited to bring you on board.

Before we dive in, do you have any questions that have popped up in the last 24 hours?

Great, well our objective is the same as yours. Its to get you ramped up as fast as possible and get through the boring studying part and into why we brought you here, which is to protect families.

There are a lot of moving parts so I just want to make sure we are on the same page.

Introducing you to Michelle and Liz our onboarding specialists. Their entire job is to get you from this call to Sales School as fast as you want to go. They know the ins and outs of licensing, sales school, travel, background checks, etc and they are your go to for anything that you need about those things. These 2 women juggle around 140 candidates at a time and are two of the most incredible people that we work with so when they schedule a time to speak with you, make sure you are available because phone tag with them never works. At this point, I am your biggest cheerleader and will be giving you good news from the field and here to pump you up.

So we are going to send you a welcome packet and a calendar so you know exactly what you need to do each day. What Monday works best for you to be at Sales School in Minneapolis? (fill out onboarding calendar with this date and work it backwards)

Great, so when it comes to studying its not easy, but its simple, just like this career. The course is about 20 study hours so you can do 10 days of 2 hours and be done. The most important 2 things you need to know about attacking this online study course is to get through the first 20% as fast as you can so you can get momentum on your side, and to not go a day without logging in and getting some studying in. Reason being, you will lose the info that you learn if you don’t stay on top of it everyday. Its all about retaining the information so you are prepped for the exam.

Most of our candidates who take longer than 2 weeks to complete the course don’t pass the first time because it is too much to remember for too long. Can you commit to getting this completed by \_\_\_\_\_\_\_\_\_\_\_\_ so that you have a higher probability of passing it the first time and getting your career started?

Perfect, excited to see you attack this course because how you do one thing is how you do everything and will tell me exactly the type of business partner you are going to be.

Any more questions?

Reaffirm the 4 commitments - Work Hard - Be Coachable - Stick it out - Have Fun