

4-STEPS TO KEY LEADER

(3 WRITERS + YOU) + (\$30K APV)= 75% COMMISSION

PERSONAL ACTIVITY

1 THE GOAL IN THE FIRST 6 MONTHS IS TO GUARANTEE YOUR PROMOTIONS BY WRITING \$15,000 OF PRODUCTION ON YOUR OWN PEN.

CONSISTENT PRODUCTION

2 CREATE A STORY OF SUCCESS! ACTIVITY DRIVES RESULTS!

Weekly Activity to Submit \$15,000

219 Dials	3 Apps
39 Contracts	\$3750 submitted
7 Sets	\$2675 Issued

4 THE GOAL IS TO GET TO THE MINIMUM NUMBER OF 1ST INTERVIEWS, FAST!

1st Interview complete- 164
2nd Interview complete- 39
Onboardings complete- 6
Unique writers- 3

CONSISTENT BUILDING

3 THE NUMBER OF JOB POSTINGS DICTATES THE TIME IT TAKES!

10 Jobs =
1st Interviews-16
2nd Interviews-4

5 Jobs = 143 days
10 Jobs = 71 days
20 Jobs = 36 days

START ZIP RECRUITER