



"Making a meaningful difference in people's financial lives"

THINGS TO DO

1. Enroll in Pre licensing course website is [http:// xelsolutions.com/](http://xelsolutions.com/) discount **code:** transpacific
2. Make a weekly calendar with 30 min interval lines – Incorporating the business in your life
3. INVENTORY LIST (TOP 25) 8 pointer
INVENTORY LIST (TOP 25) 7 pointer
COMMITMENT TO:
4. PHONE ZONE : SUNDAY PM/MONDAY PM
5. PHONE CONFERENCE CALL Monday 9 pm
6. APPOINTMENTS (MINIMUM OF 3 A WEEK)
7. PRACTICE PRESENTATIONS/ HOW TO SET APPOINTMENTS
8. ATTEND TRAINING EVERY SATURDAY
9. SELF DEVELOPMENT :
 - A. READ BOOKS.–
 - a. Think and Grow Rich by Napoleon Hill
 - b. 177 Mental Toughness of the World Class by
 - c. The Magic of Thinking Big
10. Read your WHYS and your GOALS 2XA DAY.
11. Check out our website: ***tifinancials.com***

Things you need

1. 5 subject notebook for classroom training
2. 1 ½in. Binder with 5 tabs and clear sheets for handouts
3. Lap top/ desk top with internet connection
4. A mindset of a CHAMPION

Things to work on

1. Dress sharp: look the part
2. Learn edification (like you're intro a guest speaker
3. Learn leveraging
4. Branding : Build your brand
 - a. Business cards
 - b. Website
 - c. Newsletters/fliers/emails
 - d. Drop bys
5. Prospect as you go organically.
6. Entrepreneurship mentality

START UP COST:

PRE LICENSING COURSE	\$24.95
TESTING FEE	\$55.00
CONVENIENCE CHARGE	\$33.00
LICENSING FEE	<u>\$188.00</u>
TOTAL:	\$300.95

Required fee by DOI

RECURRING E&O	\$22/MO
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OPTIONAL FEES/COST

Business Card	\$44/1000 pcs
Professional email	\$144/3 yrs