



## **Membership Level 2 - Champion:**

1. Option of 100% Commission Level with production bonus opportunities
2. Costs \$420 to join. This gets you 1000 piece lead drop
3. Must contract with Foresters and United Home Life. American Memorial and Columbian will be included in Welcome Kit
4. Welcome Kit will include:
  - Welcome Letter
  - Training Manual with table of contents that provide information on:
    - Carriers
    - Training available
    - Lead vendors with pricing and returns
    - Recruiting
    - Support
      - Carrier contact information
      - FEC staff contact information
  - 12 Common Objections
  - Carrier-specific field kit
5. Will receive two coaching sessions with National Trainer
6. In first 60 days write \$2,500 in annualized premium to maintain status
7. Must maintain \$2,500 in annualized premium on a monthly basis to maintain status
8. Has full access to complete training
9. Access to Champion Circle Conference Calls
10. Invitation to dedicated webinar for Champion agents only
11. Can take advantage of weekly promotions for discount leads
12. Agent is enrolled in concierge service program for support

### **WHEN THIS LEVEL IS A GOOD FIT:**

- Looking to seriously get into final expense business full-time
- Needs prospective clients to see on a continuous basis