



1. \_\_\_\_\_ with their \_\_\_\_\_.

Average producers spend \_\_\_\_\_ hours with prospect.

Average first year commission \_\_\_\_\_.

MDRT producers spend \_\_\_\_\_ hours per week with prospect.

Average first year commission \_\_\_\_\_.

Court of the Table producers spend \_\_\_\_\_ hours per week with prospects.

Average first year commission \_\_\_\_\_.

Top of the Table producers spend \_\_\_\_\_ hours per week with prospects.

Average first year commission \_\_\_\_\_.

2. \_\_\_\_\_ and \_\_\_\_\_ great \_\_\_\_\_.

Every producer needs 3 great systems.

A. \_\_\_\_\_ Systems

Examples: 1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_ 4) \_\_\_\_\_

B. \_\_\_\_\_ and \_\_\_\_\_ Systems.

1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_

C. \_\_\_\_\_ Systems

Examples: 1) \_\_\_\_\_ or 2) \_\_\_\_\_

3. \_\_\_\_\_ or have a \_\_\_\_\_.

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