



12 Steps System

On the Way for Success

Name: _____

Code: _____ Date: _____

STEP	DATE	PROCESS	(✓) When Complete
1		Receive your AGENT WRITING NUMBER .	
2		GO TO THE WEBSITE: https://www.lhlicagents.com/agents (register and take the quiz of money laundering)	
3		Bilingual agents must activate their Spanish code. CALL: 888 881 7391	
4		The agency will send to you all the information about: Conference call and web seminars. You need to participate on both is part of your Training. This information will be sent via email or whatsapp.	
5		The agency will send you the instructions to access the Onetdm Dashboard. In this platform you will have access to presentation, preparation and training videos, presentation binder, conference podcasts; general information about the agency, including information on how to acquire your uniform. (Spanish English)	
6		All agents who have just joined the team must watch the videos found on the Dashboard. Any question please contact your home office.	
7		The agency will assign to you one of our Field Trainer Leader (FTL) The uniform, binder and the presentation must be ready, before you go to the field.	
8		At least 1 day on the Field with the FTL, (6-8 hours) (Record all the presentations with the FTL and practice on your home) During the emergency for COVID19 this may be subject according to the biosecurity standards.	
9		Practice and learn: Documents for a new apps, How to manage basics objections, How to Knock the Door, How to work with your leads, How to prepare your mind, Web Seminar / Conference Call. The web seminars and C.C. are recording, use it, this tool can help you a lot.	
10		Personal Meeting with FTL: Presentation/Documents (Evaluation)	
11		FTL notifies the Manager if you're ready or not. IF you're ready you have green light to start on the field, If not, you need to repeat the step 9 with the FTL (1 more day on the Field).	
12		Request the lists of potential clients <i>(No leads)</i> to the email onetdm_agencies@outlook.com .	

"You have the control about the speed of your training, it's your DETERMINATION who decides when you want to WIN." JJ. Escobar