



12 Steps System

On the Way for Success

Name: _____ Agent #: _____

FTL: _____ FTL's Phone # : _____

STEP	DATE	PROCESS	(✓) When Complete
1		Receive your AGENT WRITING NUMBER. Bilingual agents must activate their Spanish code. CALL: 888 881 7391	
2		Within 72 hours of receiving your agent code, schedule a field trip with your FTL (Field Trainer Leader) to work on your Warm Market (Pay Forward) Warm Market (family, friends, neighbors, church member, etc.).	
3		GO TO THE WEBSITE: https://www.lhlicagents.com/agents (register and take the quiz of money laundering).	
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		You will receive an email asking you to create a password from our main agency office Diamond Memorial (website: www.diamond-memorial.com) Please check for this email in your spam/junk folders. After, Log in to the website complete the general training by <i>watching the videos and make the Knowledge Quiz</i> . Any question please contact our home office . (English Only)	
7		The uniform, binder and the presentation must be ready.	
8		If necessary, go to the Field with the FTL, (6-8 hours) (Record all the presentations and practice at home)	
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

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