

NEW AGENT CHECKLIST

CHECKLIST MUST BE COMPLETED WITHIN 7 DAYS OF CONTRACTING

- Complete contracting (HCMS, SuranceBay, & NLC)**
MUST BE COMPLETED WITHIN 24 HOURS OF BEING SENT OUT
- Join Team Slack and Team GroupMe**
- Bookmark knockoutagencies.com**
- Enroll & Complete Knockout Bootcamp**
3 DAYS MAX TO COMPLETE
- Shadow 10 presentations live on zoom**
2 DAYS MAX TO COMPLETE
- Complete all classroom trainings:**
 - **1099 Class** - What does it mean to be a business owner, Setup, Compensation and perks!
 - **Organization Tips and Intro to Script** - What you need when selling, and navigating the intro of the sales script.
 - **Underwriting & Utilizing the Inventory Sheet** - How to ask great questions to close more and close bigger deals.
 - **Pick & Pitch** - How to pick a product/company and build value in your presentation.
 - **The Close** - Closing with confidence and navigating the E-App social and banking objections.
- Lead strategy call & First lead order**
BE PREPARED TO PURCHASE LEADS ON THIS CALL.
- First 48 Challenge!!!**
1ST SALE WITHIN 2 DAYS OF COMPLETING TRAINING.