

**Below we have identified 5 KEY TOOLS to enhance your performance and help you succeed in the industry. Use these tools and you will see accelerated results.**

### **1. CALL SCHEDULE**

Plug in! I've included an attachment below of the updated SFG Weekly Conference Call Schedule. Add the phone numbers and dial-in codes into your phone and put the calls in your calendar/phone with reminders. If you have to miss a call make sure you are checking Group Me, the team Facebook page, and/or the SFG website for the recordings. Ask which additional calls would benefit you most. Our conference calls are an invaluable resource that connect you to a system and team of people that will help you cultivate your skills and make your business thrive. PLUG IN AND WIN!

### **2. LOCAL EVENTS**

If there is an event near you make it a priority to get there! It will be worth your time. I've included a link below to the Local Conference Schedule. Please check it frequently as event dates are added regularly. Local events are free and give you the opportunity to meet our team members and company leaders in person. Events will focus on training from our top sales performers, agency owners, and directors on topics including company and industry updates, sales techniques, product information, and personal development. Even if a conference is several hours away GO! REGISTER NOW! It will be worth it! These events have no cost, but you must register on the company site under events. <http://www.sfglife.com/news>

### **3. NATIONAL CONFERENCE REGISTRATION**

GO! I've included an attachment below to register. It is the single MOST important thing you can do for your business. Local events are great! National conferences are fantastic! You will have the opportunity to meet and associate with our company leaders and attend break out sessions hosted by them in your areas of interest. Where else can you go associate and get trained by industry giants making multiple 6 figure (in some cases 7 figure) incomes. REGISTER NOW! National Conference will give you the tools and ability to take your business to the next level. Push the done button NOW! Don't wait to make your travel plans!

### **4. THE SYSTEM**

Use our system. It works. GroupMe, Conference calls, local events, national events, work with your managers and mentors. Follow The 4 Cornerstones (Open and print out Attachment). You have many resources at your fingertips now, but you have to use them. Plug into the system! Use the resources available to you and you will meet with success. Those who use their mentors and plug into the system the most, reach success the fastest.

Please contact who brought you into the business to let them know what you have completed and be sure to ask "what's next". Please add these contacts to your phone. Feel free to reach out for assistance anytime!

Our Griffin Baseshop Support Team

Heather Woodward - Office Manager, [hewoodward@aumail.averett.edu](mailto:hewoodward@aumail.averett.edu), 640-535-9682

Anne Griffin - Regional Area Director/New Agent Coordinator, [agriffinsfg@gmail.com](mailto:agriffinsfg@gmail.com), 443-878-7111

Larry Griffin - Regional Area Director, [lgriffin7054@gmail.com](mailto:lgriffin7054@gmail.com), 443-277-6434

## **5. READ**

You run your own business now. In order to be successful and thrive in this business you have to invest in your own self development. Many things go into making a business and person successful. Our effort, attitude, and mindset greatly affect our performance in all areas of our life. By taking an interest in these things all the areas of your life, including business, will improve. The first book I recommend you read is:

*How I Raised Myself From Failure to Success in Selling* by Frank Bettger.

I am very happy you joined our team and I'm excited to see where this opportunity takes you! Take advantage of the system SFG offers and watch your career take off like so many others here who continue to reach success. Plug in and let us know if have any questions. We're looking forward to talking soon!