The Ville CFT Board Checklist

SCRIPTS

- ◯ 4 Questions
- ◯ ETHOR/Field Training
- ◯ Invite to BOM
- ◯ 3 Good Qualities

RECRUITING

- ◯ 2 Minute Story
- ◯ Close BOM
- ◯ Common Objections
- ◯ Crusade

FIELD TRAINING

- ◯ 3 Way Money Grows
- ◯ 4 Homes of Money
- ◯ FLS
- ◯ DIME

ILLUSTRATIONS

- ◯ Term Illustration
- ◯ IUL Design
- ◯ Annuity Presentation
- ◯ Annuity Design

PREREQUISITES

- ◯ Be an FA or Director
- ◯ Next Big Event Ticket
- ◯ Plug in/Rent in order
- ◯ Hierarchy CFT Academy Completed

Name: _____ **Board Date:** _____