



# Fast Start Program



Five simple steps to get your business  
off to a **Fast Start**.



## COMPLETE IN THE FIRST 10 DAYS:

These steps are essential to get your business started on the right foot.

- STEP 1** Become an agent
- STEP 2** Complete your names list
- STEP 3** Complete your “why’s” and goals
- STEP 4** Become a client — create your personal financial plan with your mentor
- STEP 5** Do five appointments with your mentor

# FAST TRACK

## YOUR PROMOTIONS

Take immediate action and use our guidelines to earn your initial promotions in your first 10 and 30 days! (See page 8 for additional details.)

## STEP 1

### BECOME AN AGENT

Go to [www.mycommonsensefinancial.com](http://www.mycommonsensefinancial.com) and click on “Agents”

- Complete Associate Membership Agreement
- Check your email to complete your login set up

My Start Date:	<input type="text"/>
Username:	<input type="text"/>
Password:	<input type="text"/>

## STEP 2

### COMPLETE YOUR NAMES LIST

Use the worksheets in this booklet to help you create a Names List. Think of people with the following qualifications, list all the numbers that apply to each person in the profile section on each Names List.

#### Profile key:

1. 25+ years old
2. Married
3. Dependent children
4. Homeowner
5. Solid business/career background
6. \$40,000+ household income
7. Dissatisfied with their current situation
8. Entrepreneurial minded



## MEMORY JOGGER — Who comes to mind as you read the following?

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1. Work associate
2. Boss
3. Partner
4. Landlord
5. Security guard
6. Sales associate
7. Assistant
8. Caterer
9. Customer
10. Valet
11. Coffee shop
12. Car pool
13. Manager
14. Lunch companion
15. Competition
16. Repair person
17. Copier supplier
18. Union worker
19. Complainer
20. Inspector
21. Credit union
22. Pension plan
23. Delivery
24. UPS
25. Fedex
26. Mail
27. Lost job
28. Laid off
29. Almost lost job
30. Hates job
31. Missed last promotion
32. Most likable
33. Needs a part-time job
34. Engineer
35. Payroll
36. Contractor
37. Preacher, Bishop
38. Nurse
39. Dentist
40. Doctor
41. Surgeon
42. Chiropractor
43. Massage therapist
44. Therapist
45. Fitness trainer
46. Carpenter
47. Auto mechanic
48. Body shop
49. Gas station
50. Teacher
51. Coach
52. Substitute teacher
53. Sunday school teacher
54. Banker
55. Teller
56. Policeman
57. Highway patrol
58. Home builder
59. Painter
60. Roofer
61. Insulator
62. Landscaper
63. Carpet layer
64. Hospital worker
65. Department store
66. Grocery store
67. Waitress or waiter
68. Chef
69. Cashier
70. Auto supply
71. Electrician
72. Hardware
73. Truck driver
74. Pharmacist
75. Funeral
76. Flower shop
77. Restaurant
78. Dry cleaners
79. Cable tv
80. Optometrist
81. Tire store
82. Realtor
83. Office supply
84. Computer programmer
85. Phone sales
86. Pest control
87. Cosmetics
88. Carpet cleaner
89. Bowling friends
90. Basketball
91. Football
92. Soccer
93. Baseball
94. Softball
95. Tennis
96. Hunting
97. Camping
98. Racquetball
99. Fire chief
100. Fireman
101. Scoutmaster
102. Den leader
103. Barber
104. Beautician
105. Photographer
106. Counselor
107. Sister-in-law
108. Brother
109. Mother
110. Family
111. Cousins
112. Aunts
113. Uncles
114. Grandparent
115. Neighbor on the right
116. Left
117. Up the street
118. Down the street
119. Across the street
120. Above or below
121. Niece
122. Nephew
123. Best friend
124. Spouse best friend
125. Farmer
126. Army
127. Navy
128. Air Force
129. Marines
130. Babysitter
131. Maid of honor
132. Bridesmaids
133. Ushers
134. Fellow church members
135. Plumber
136. Jogs
137. Mountain climbs
138. Hang glides
139. Karate
140. Principal
141. Music teacher
142. Hates to lose
143. Lawyer
144. Professor
145. Chamber of commerce
146. Hotel business
147. Printing
148. Surveyor
149. Radio announcer
150. Sportscaster
151. Journalist
152. Writer
153. Weather
154. Editor
155. Tanning
156. Arcade
157. Baker
158. Librarian
159. Accountant
160. Pilot
161. Finance
162. Flight attendant
163. Air traffic control
164. Travel agent
165. Ambulance driver
166. Paramedic
167. Antiques dealer
168. Piano tuner
169. Locksmith
170. Upholstery
171. Veterinarian
172. Notary public
173. Orthodontist
174. Dance teacher
175. Cabinet maker
176. Architect
177. Bus driver
178. Animal trainer
179. Social worker
180. Direct sales
181. Computer games



## FAMILIES I'M HELPING NEXT

	First Name	Last Name	*1 R/F/A	Phone Number	Alt. Phone Number	*2 Profile	Additional Comments
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							
21							
22							
23							
24							
25							

\*1 **R/F/A** (R) Relative (F) Friend (A) Acquaintance

\*2 **PROFILE KEY:**

- 1. 25+ years old
- 2. Married
- 3. Dependent children

- 4. Homeowner
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# 1ST APPOINTMENT TRACKER

	Date/Time	Name	Financial Profile?	Follow Up Date	Potential Points	New Associate?	Number of Referrals	Notes
1								
2								
3								
4								
5								
6								
7								
8								
9								
10								
11								
12								
13								
14								
15								
16								
17								
18								
19								
20								

## STEP 3

### COMPLETE YOUR “WHY’S” AND GOALS

If money were no object, what would you like to be doing? What would you do with freedom of time? What are you willing to work for? Who are you willing to fight for? (Make this something that really moves and motivates you!)

#### My 10 Reasons “Why”

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## STEP 3.1

### MY COMMITMENT

Because of these reasons, I will \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## STEP 4

### BECOME A CLIENT. CREATE YOUR PERSONAL FINANCIAL PLAN WITH YOUR MENTOR.

Our mission is to help families achieve financial independence one family at a time. As you create your own financial plan, you will see the power of our products and gain a conviction of how they can help everyone, starting with YOU.

## DO FIVE APPOINTMENTS WITH A MENTOR

Practice with your mentor and on your own before making phone calls. Do not text or email! Phone calls are best and most personal.

### SUGGESTED SCRIPT FOR SCHEDULING APPOINTMENTS WITH YOUR MENTOR

*Hi \_\_\_\_\_ this is \_\_\_\_\_. \_\_\_\_\_ I only have a quick minute. The reason I'm calling is I recently began working with a financial services company called Common Sense Financial. I'm really excited about this company and I'm currently in their training program. I'm studying for an exam to get licensed and I've been learning about some very interesting and helpful financial concepts, products and services, I thought that you might benefit from this information as well. I want to come by with \_\_\_\_\_, my mentor, and review this information with you and \_\_\_\_\_ (spouse). You're going to love this information.*

*It will only take about 30 minutes and there is no obligation.*

*Which is better for you, \_\_\_\_\_ or \_\_\_\_\_ (Monday or Tuesday, daytime or evening) at (time)  
"Great, I'll see you then, \_\_\_\_\_.*

### ANSWERS TO QUESTIONS YOU MAY BE ASKED

#### What is it?

*The appointment is to show you what I'm doing so if you or anyone you know has a need for what I do, you might be able to refer them to me. So which is better for you \_\_\_\_\_ or \_\_\_\_\_? (Monday or Tuesday)*

#### Who is Common Sense Financial?

*Common Sense Financial is a financial services company dedicated to helping families and educating them about financial concepts. Most families are overlooked by the financial industry. Our goal is to help all families get on track to their financial dreams. Common Sense Financial is aligned with some of the largest and most experienced financial companies in the world. So which is better for you \_\_\_\_\_ or \_\_\_\_\_? (Monday or Tuesday)*

### WHEN YOU MAKE CALLS:

- Be polite, but let them know you only have a quick minute (see business manual). 30 seconds to 1 minute is all this should take per call. The longer you're on the phone the more questions you'll be asked. (Scenario of Disaster — see business manual.) The goal is to meet in person.
- Your minimum standard should be three new appointments every week throughout your training. This is to help you set the habit of a minimum of three appointments every week even after your training is complete. If you have less than three appointments each week, your business will be going in the wrong direction.
- Make more than one call at a sitting.
- If you get three no's in a row, stop and talk with your mentor for more advice.

## THE POWER OF COMMITMENT

by Goethe

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Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative and creation, there is one elementary truth, the ignorance of which kills countless ideas and splendid plans; **that the moment one definitely commits oneself, then providence moves too. All sorts of things occur to help one that would never otherwise have occurred.**

A whole stream of events issue from the decision, raising in one's favor all manner of unforeseen incidents and meetings, and material assistance which no man could have dreamed would have come his way.

Seek this very minute whatever you can **do**, or **dream** you can. **Begin** it. Boldness has **genius, power** and **magic** in it. Only engage and the mind grows heated; begin, and then the task will be completed.



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