



## New Agent Launch Check List

1. Joined SLG Slack Workspace \_\_\_\_\_
2. Completed New Agent Training (slgteam.com) \_\_\_\_\_
3. Completed Sales Training (slgteam.com) \_\_\_\_\_
4. Completed Carrier Training (slgteam.com) for YOUR Initial 3 Carriers \_\_\_\_\_  
*\*Focus on the process of writing applications. Watch those videos 3 times.*
5. Added the SLG Weekly Conference Call to your calendar \_\_\_\_\_  
*\*The replay is available immediately following the live call. It is important to stay connected each week.*
6. Have writing codes & setup carrier logins for initial carriers \_\_\_\_\_  
*\*You must write your first application with LBL before you can access their site/e-App.*
  - Carrier # 1 \_\_\_\_\_ | Writing Code \_\_\_\_\_
  - Carrier # 2 \_\_\_\_\_ | Writing Code \_\_\_\_\_
  - Carrier # 3 \_\_\_\_\_ | Writing Code \_\_\_\_\_
7. Printed SLG Script, Underwriting Cheat Sheet, & Weekly Activity Tracker \_\_\_\_\_
8. Printed YOUR Carrier Worksheets and Underwriting Questions(slgteam.com) \_\_\_\_\_
9. Completed your **Lead Strategy Session** & Placed your Initial Lead Order \_\_\_\_\_
10. Setup your SLGCRM.com account and verified your phone number (for caller ID) \_\_\_\_\_
11. Completed a LIVE CRM Walk-Through w/ Your Coach or SLG Support \_\_\_\_\_
12. Completed 1st 100 Dials in SLGCRM.com \_\_\_\_\_