

# Agency Development Review



1. Do I Have Clear Vision, Mission & Goals?
2. Do all my agents know these VMG well ?
3. Do I conduct Talent Recruitment Vs Head Count Rec ?
4. Do I have structure Talent Recruitment process ?
5. Am I comfortable in Talent Recruitment ?
6. Do I have sufficient Talent Recruitment sources ?
7. Do I have Rejection & Selection Profile ?
8. Do I enforce validation (FFF) ?
9. Do I have systematic Development & Coaching program?
10. What is my agency KASH level ?
11. Do I have comprehensive Pre-contract program ?
12. Do I have Fast & Strong start program for new agents

Analysis & Comments

Score every area ( 1 - 3 )

# Business Development Review



13. Do I perform sufficient JFW (90 days 6 JFW) ?

14. Is my JFW effective ?

15. Do I know what motivate my agents most ?

16. Do I perform proper coaching process ?

17. Do I enforce Prospect & Clients management System(Sales Builder) ?

18. Do I have sufficient Sales & Recruitment tools or aids?

19. Am I comfortable In Selling ?

20. Am I confident in presenting Agency system ?

21. Am I convincing enough in presenting my Agency?

22. Am I an Excellent Leader ( 9,9)?

23. Is my agency growing well (<10% : 1 ; 11% - 20% : 2 ; > 20% : 3 ?

24. Do I seriously committed to Life Insurance as my life long Business ?

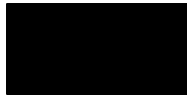
**Total Score :**

Analysis & Comments

# What Is My Current Situation?



## Score



< 36 points



37- 48 points



49 - 60 points



> 60 points

Which are the 3 areas urgently in need to improve: