



TRAINER GUIDEBOOK

Name

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WFG Headquarters: 11315 Johns Creek Parkway, Suite 200, Johns Creek, GA 30097-1517. Phone: 770.453.9300

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Name: _____

Top Reasons to Win

Why do you do this business?

1. _____
2. _____
3. _____
4. _____
5. _____

Mission & Vision

What do you believe in?

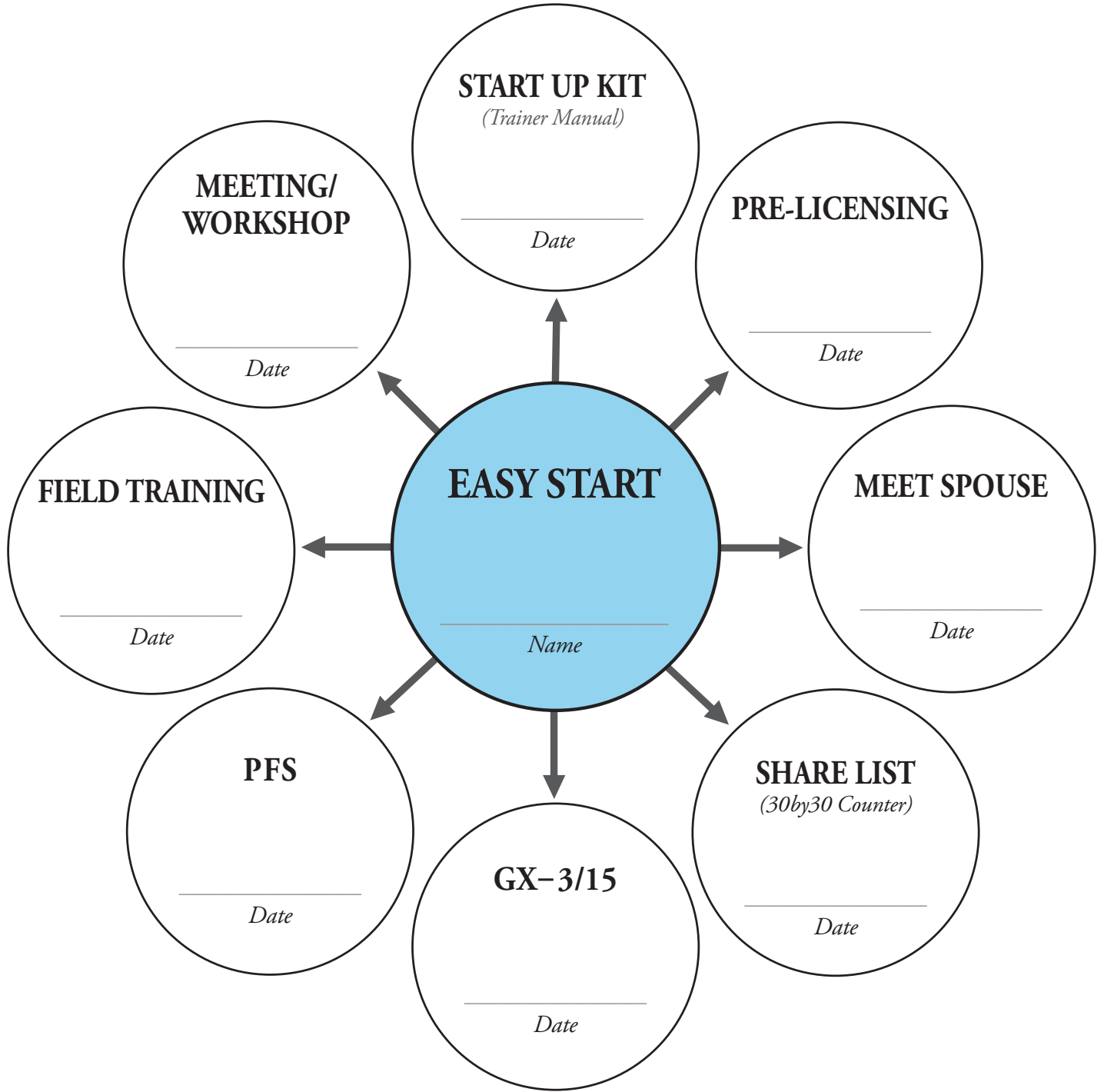
Actions

How will you change your future?

Affirmations

Who do you want to become?

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*Sit down with your Trainer to review your goals and take action!
Declare what you will contribute to the campaign!*

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Recruit 100

Can you fill these boxes with the names of your campaigners in the next 3 years?

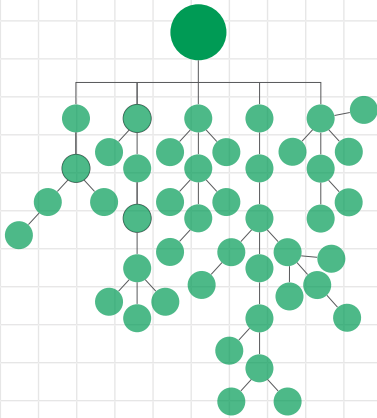
“Campaign for Success!”

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Team Bubble Chart

The world is changing. It's time we build it big!

— COACH



Scan to
Print More



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MD Checklist

FAST START GUIDELINE

Personally qualify GX3 (3C/15K three times) or 9C/45K in 5 Months or less

GOAL

Month 1: _____ / _____
Month 2: _____ / _____
Month 3: _____ / _____
Month 4: _____ / _____
Month 5: _____ / _____

ACTUAL

Month 1: _____ / _____
Month 2: _____ / _____
Month 3: _____ / _____
Month 4: _____ / _____
Month 5: _____ / _____

STANDARD GUIDELINE

○ *Build 3 Direct Agents*

1. _____
2. _____
3. _____

○ *40K Base Shop Net Points*

○ *5 Life-Licensed Agents*

1. _____
2. _____
3. _____
4. _____
5. _____

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Licensing Checklist

Date

- _____ *Pre-Licensing*
- _____ *Life & Health Exam*
- _____ *Fingerprint*
- _____ *State/Provincial Licensing Application*
- _____ *Agent Agreement*
- _____ *Continued Education*
- _____ *E&O and Platform Fee*
- _____ *Appointment with Provider(s)*

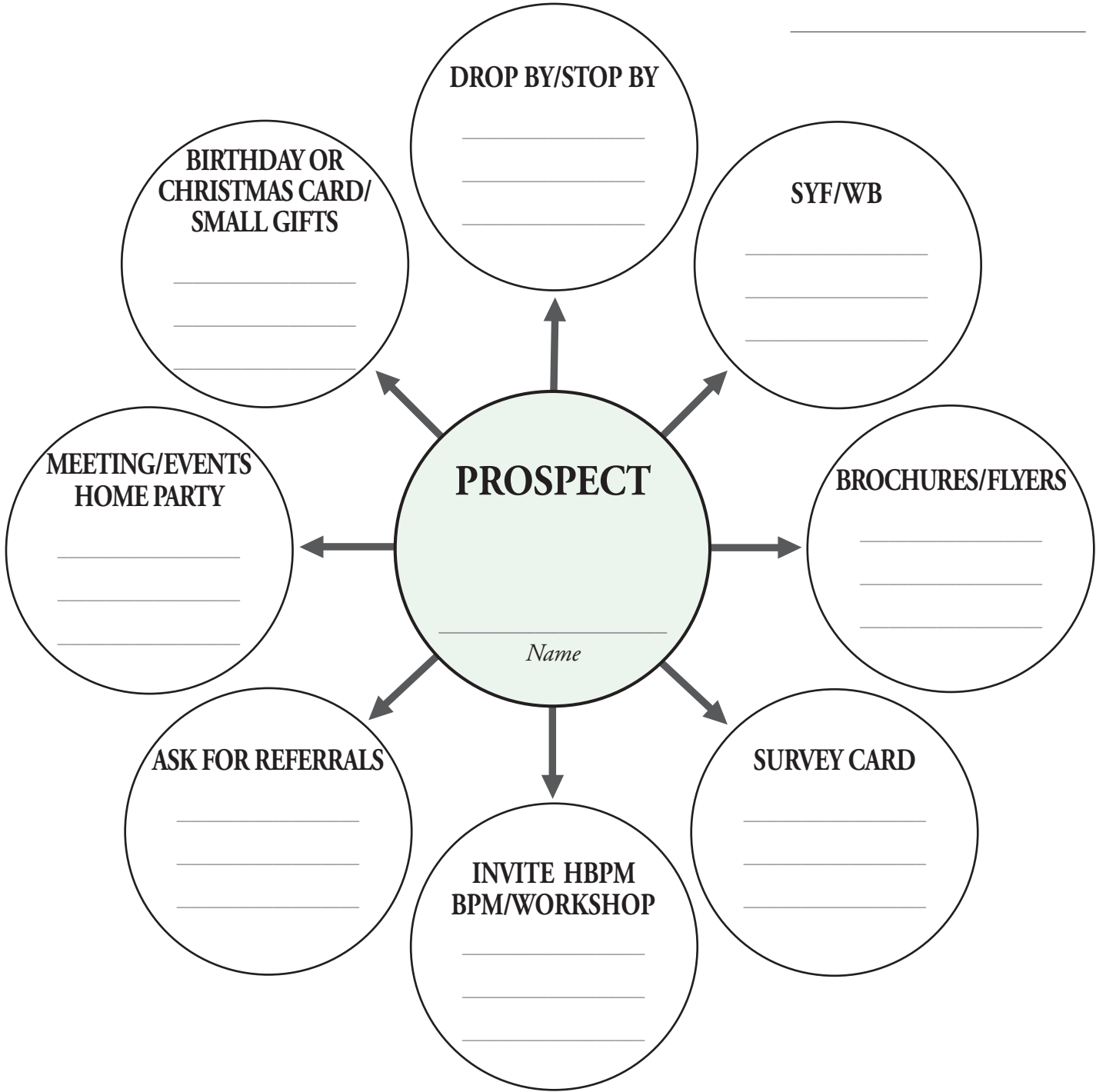
Memory Jogger

1. Work with
2. Boss
3. Partner
4. Admin
5. Landlord
6. Security Guard
7. Vending Sales
8. Secretary
9. Temp Worker
10. Caterer
11. Customer
12. Parking Attendant
13. Coffee Shop
14. Car Pool
15. Personnel Manager
16. Salespeople
17. Boss's Lunch
18. Lunch with
19. Competition
20. Repairperson
21. Personal Trainer
22. Union
23. Complainer
24. Inspector
25. Credit Union
26. Pension Plan
27. Fired-up Male
28. Fired-up Female
29. Delivery Person
30. Express Mail
31. Mailperson
32. Gig Worker
33. Lost job
34. Almost lost job
35. Will be laid off next
36. Has been laid off
37. Job-Hunting Male
38. Job-Hunting Female
39. Hates job
40. Missed last promotion
41. Walking Encyclopedia
42. Most Likable
43. Needs part-time job
44. Engineer
45. New Employee
46. Operator
47. Payroll
48. Contractor
49. Movers/Shakers
50. Guard
51. Preacher
52. Nurse
53. Dentist
54. Doctor
55. Surgeon
56. Chiropractor
57. Therapist
58. Carpenter
59. Auto Mechanic
60. Car Sales
61. Body Repair
62. Gas Station
63. Teacher
64. Substitute Teacher
65. Banker
66. Teller
67. Policeman
68. Highway Patrol
69. Homebuilder
70. Painter
71. Roofer
72. Insulator
73. Landscaper
74. Wallpaper Hanger
75. Carpet Layer
76. Hospital Worker
77. Department Store
78. Grocery Store
79. Convenience Store
80. Waitress
81. Waiter
82. Chef
83. Cashier
84. Dishwasher
85. Auto Supply
86. Electrician
87. Hardware
88. Truck Driver
89. Pharmacist
90. Funeral Director
91. Flower Shop
92. Health Spa
93. Business Restaurant
94. Dry Cleaner
95. Electronics Store
96. TV Repair
97. Furniture Repair
98. Storage Rental
99. Appliance salesperson
100. Cable TV
101. Eye Care
102. Tire Store
103. Realtor
104. Office Supplies
105. Copier Salesperson
106. Vacuum Cleaner
107. Phone Installer
108. Pest Control
109. Cosmetic Sales
110. Carpet Cleaners
111. Golf Pro
112. Appliance Repairperson
113. Bowl with
114. Hunt with
115. Golf with
116. Fish with
117. Tennis with
118. Ski with
119. Throw Darts with
120. Softball with
121. Baseball with
122. Football with
123. Soccer with
124. Racquetball with
125. Handball with
126. Swim with
127. Fire Chief
128. Fireman
129. Volunteer Firefighter
130. Scoutmaster
131. Den Leader
132. Barber
133. Beautician
134. Auctioneer
135. Sells Windows
136. Family Pictures
137. Photographer
138. Guidance Counselor
139. Youth Director
140. Sister-in-law
141. Brother-in-law
142. Father-In-law
143. Mother-in-law
144. Brother
145. Sister
146. Father
147. Mother
148. Cousin
149. Aunt
150. Uncle
151. Grandfather
152. Grandmother
153. Niece
154. Nephew
155. Best Friend
156. Partner's Best Friend
157. Farmer
158. Army
159. Navy
160. Air Force
161. Marines
162. Babysitter
163. Sister's In-laws
164. Brother's In-laws
165. Neighbor on right
166. Neighbor on left
167. Across street
168. Behind
169. Down street
170. Parent's right
171. Parent's left
172. Best Man
173. Maid of Honor
174. Matron of Honor
175. Bridesmaids
176. Ushers
177. Fellow Church Members
178. Plumber
179. Youth Organization
180. Play Bridge/Bingo
181. Play Cards/Games
182. Table Tennis
183. Pool
184. Trivial Pursuit
185. Monopoly
186. Hang around with
187. Jogs
188. Runs Track
189. Basketball
190. Plays with Kids
191. Climbs Mountains
192. Extreme Sports
193. Martial Arts
194. Your Principal
195. Your Teacher
196. Your Coach
197. Kid's Principal
198. Kid's Teacher
199. Kid's Coach
200. Music Teacher
201. Piano Teacher
202. Hates to lose
203. Loves to compete
204. Maternity Class
205. Rotary/Kiwanis/Lions
206. Community clubs
207. Good cook
208. Good eater
209. Friend's Parents
210. Lawyer
211. Highway Department
212. Professor
213. Sunday School Teacher
214. After-School Teacher
215. Chamber of Commerce
216. Hotel/hospitality
217. Printer
218. Surveyor
219. Radio Announcer
220. Sportscaster
221. Writer
222. Journalist
223. Editor
224. Publisher
225. Tanning Salon
226. Arcade
227. Baker
228. Librarian
229. Accountant
230. Machine Shop
231. Paints Billboards
232. Pilot
233. Flight Attendant
234. Air Traffic Control
235. Ambulance Driver
236. Travel Agent
237. Antiques Dealer
238. Armored Car
239. Customer Service
240. Piano Tuner
241. Service Station
242. Sign Painter
243. Camp with
244. Locksmith
245. Upholsterer
246. Veterinarian
247. Notary Public
248. Orthodontist
249. Dance Teacher
250. Loves seafood
251. Wears contacts
252. Computer Repair
253. Computer Sales
254. Cabinetmaker
255. Bookkeeper
256. Architect
257. Best Fund-Raiser
258. Arborist/Gardener
259. Solar Installer
260. Conductor
261. Park Officer
262. Cab/Ride-Share
263. Bus Driver
264. Cat Lover
265. Dog Lover
266. Animal Trainer
267. Dollmaker
268. Direct Sales
269. Social Worker
270. Makes good fudge
271. Eats Healthy Food
272. Seamstress
273. Bookworm
274. Likes to sing
275. Likes to dance
276. Lawn Maintenance
277. Cell Phone
278. Drone Operator
279. Social Media
280. Podcaster
281. Computer Whiz
282. E-Mail List
283. Voice-Mail List
284. Online Service
285. Web Developer
286. Software
287. Gamer
288. *Who else?*

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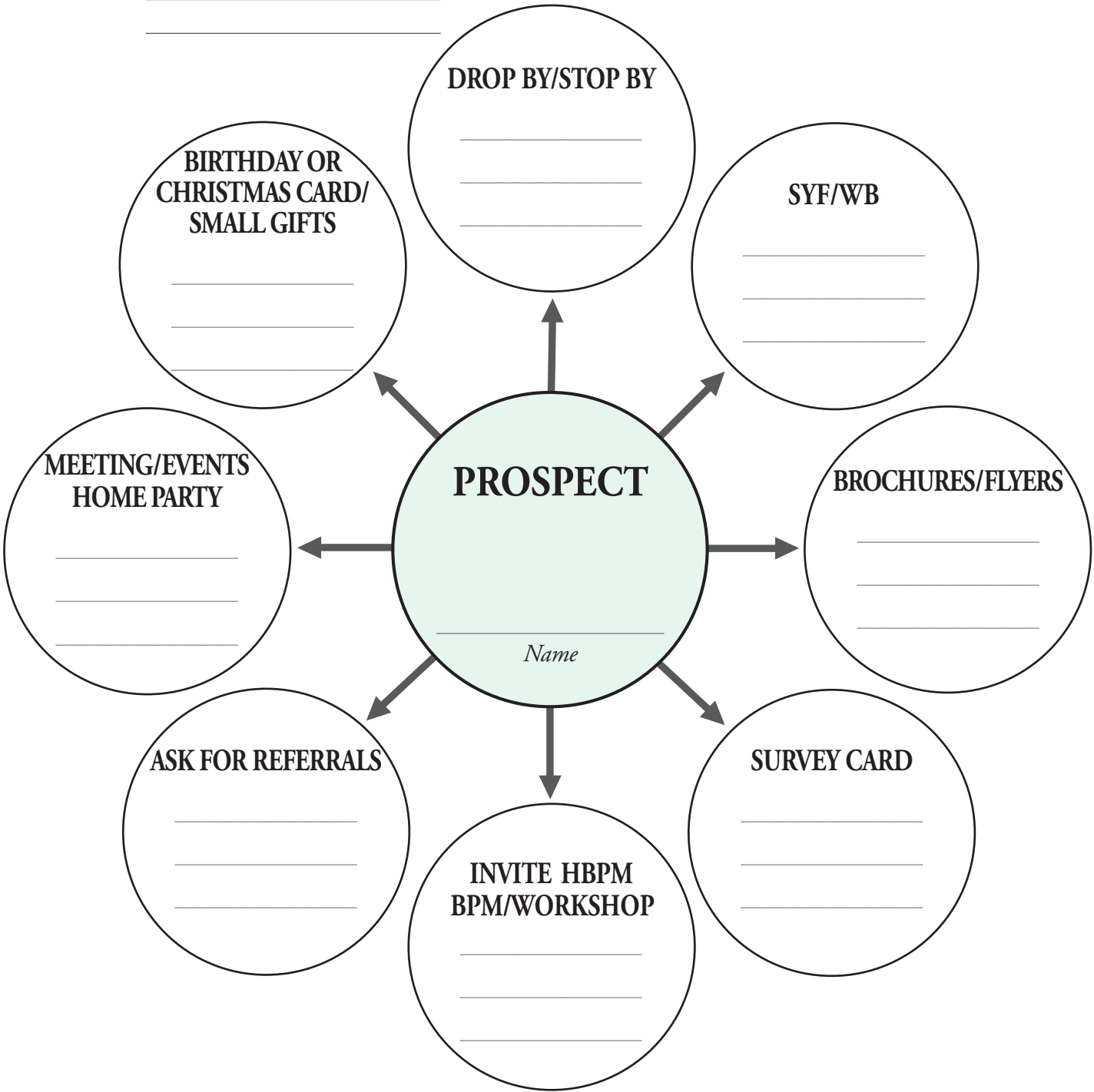
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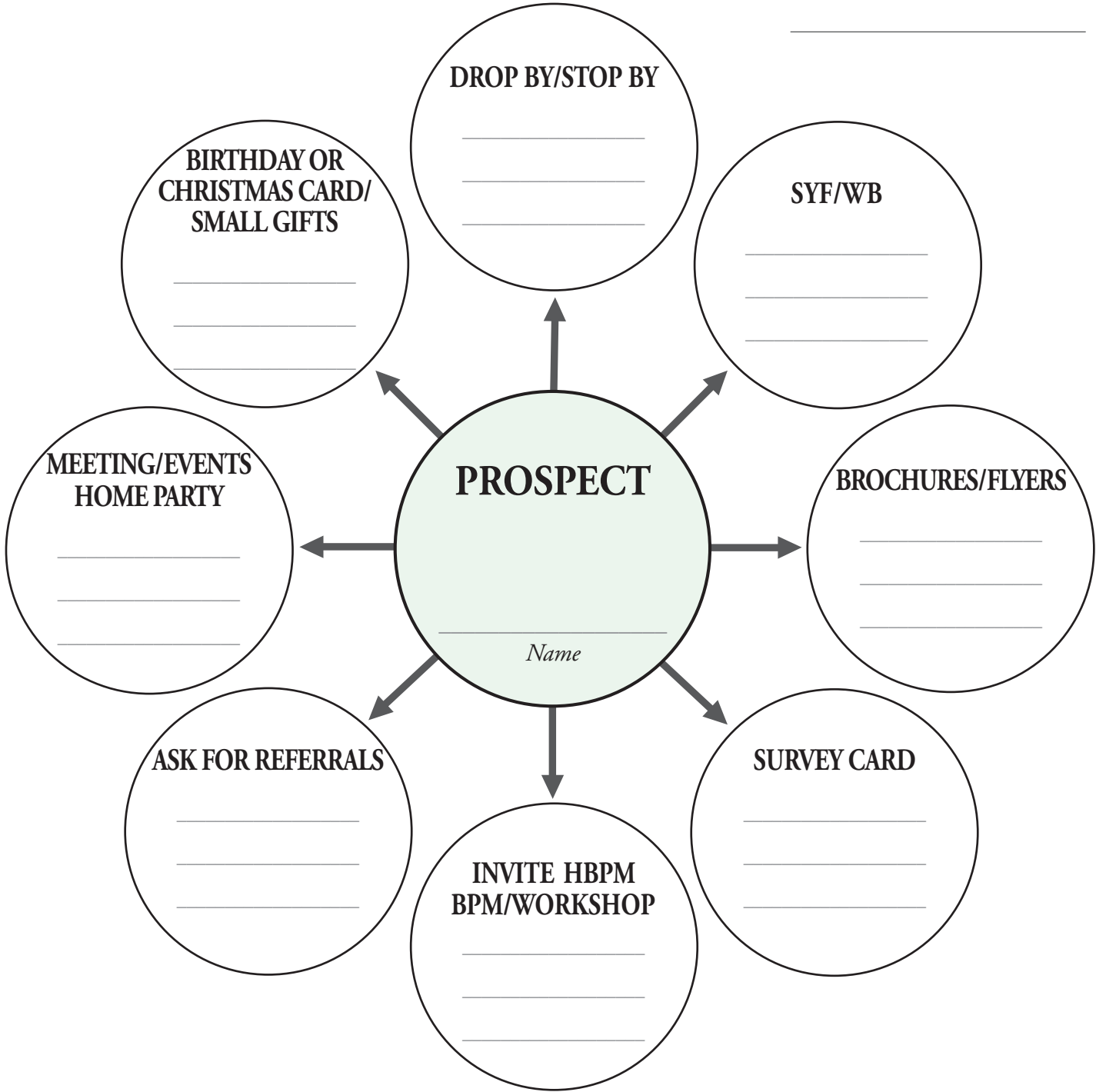
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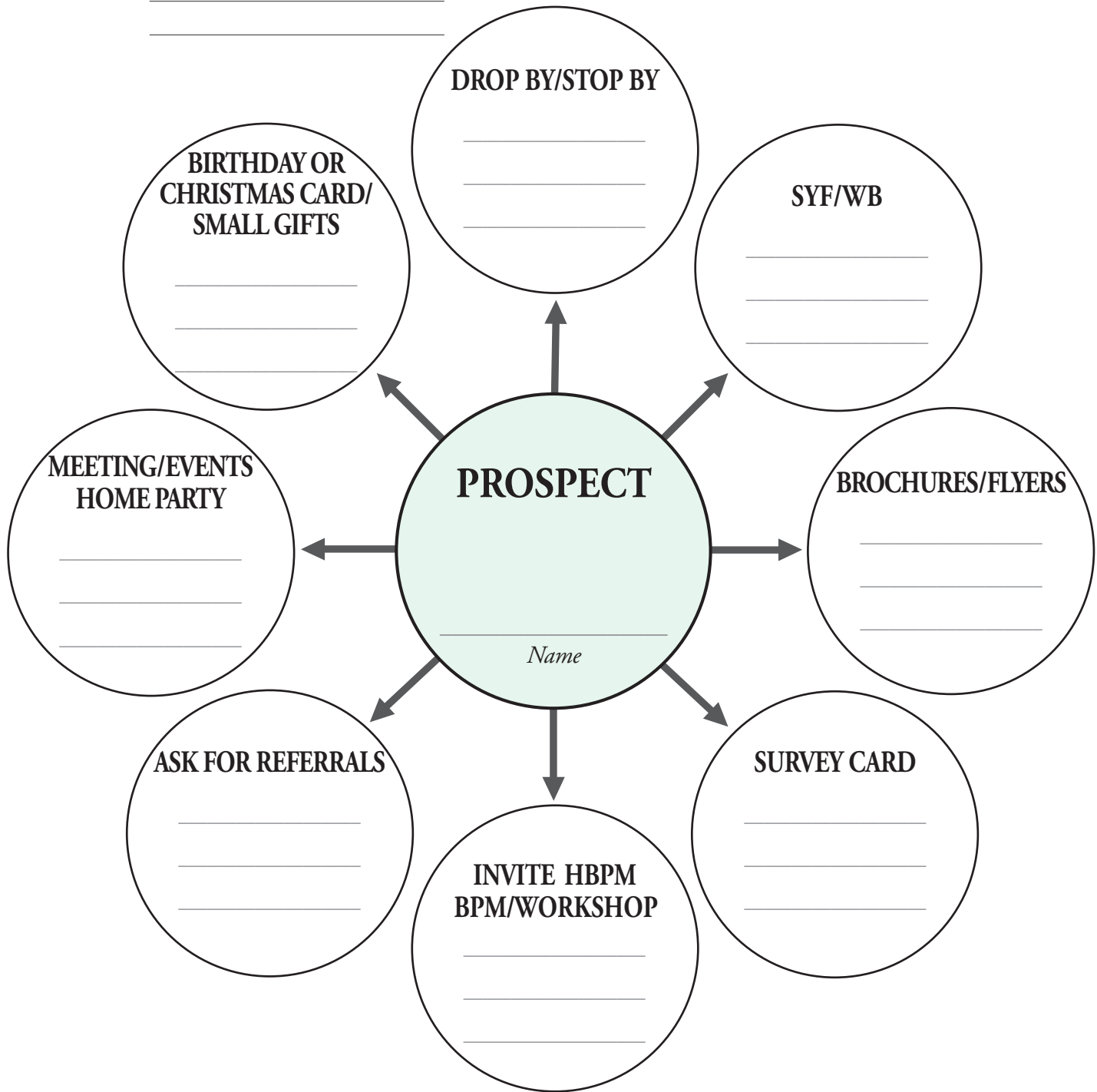
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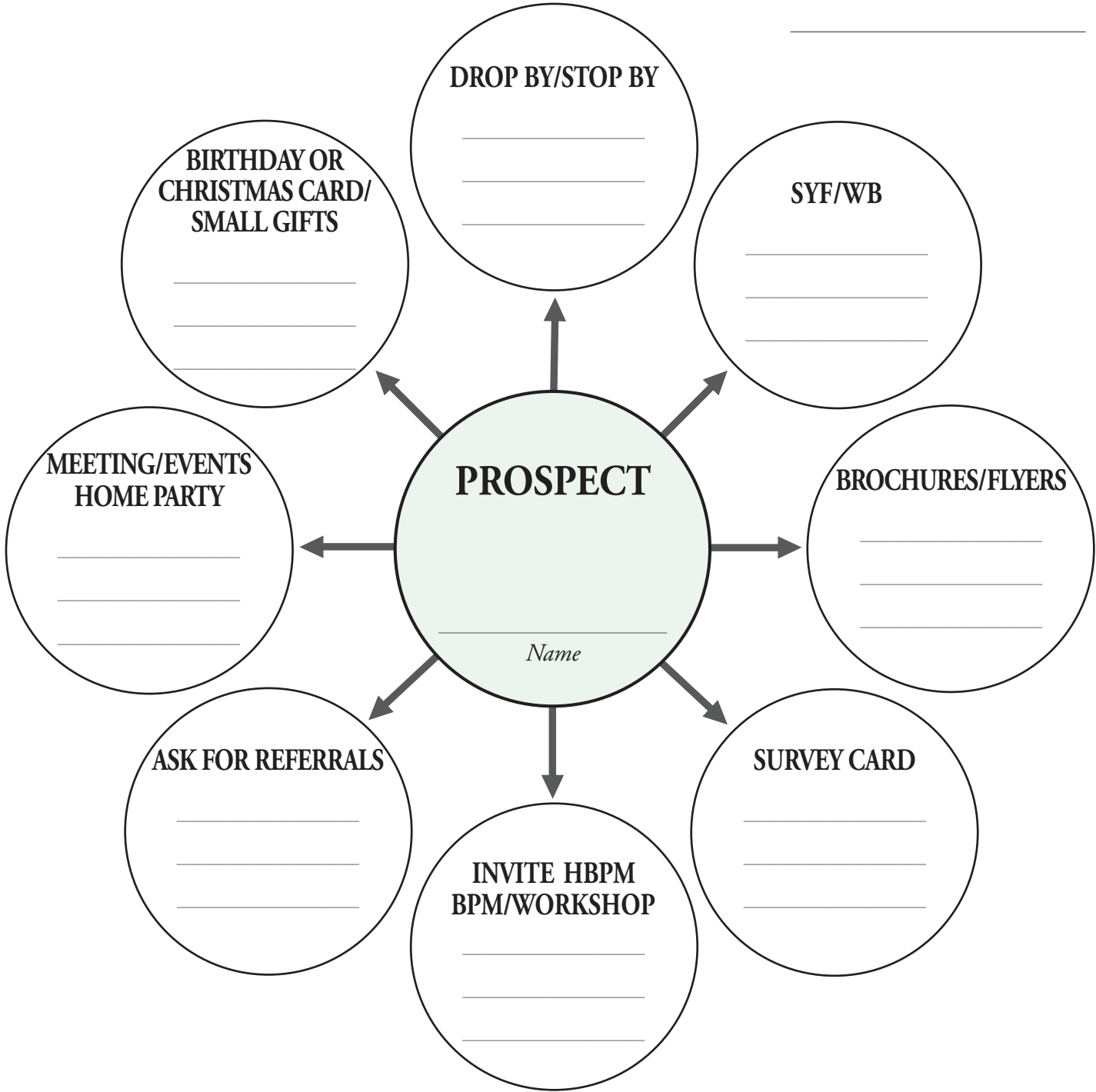
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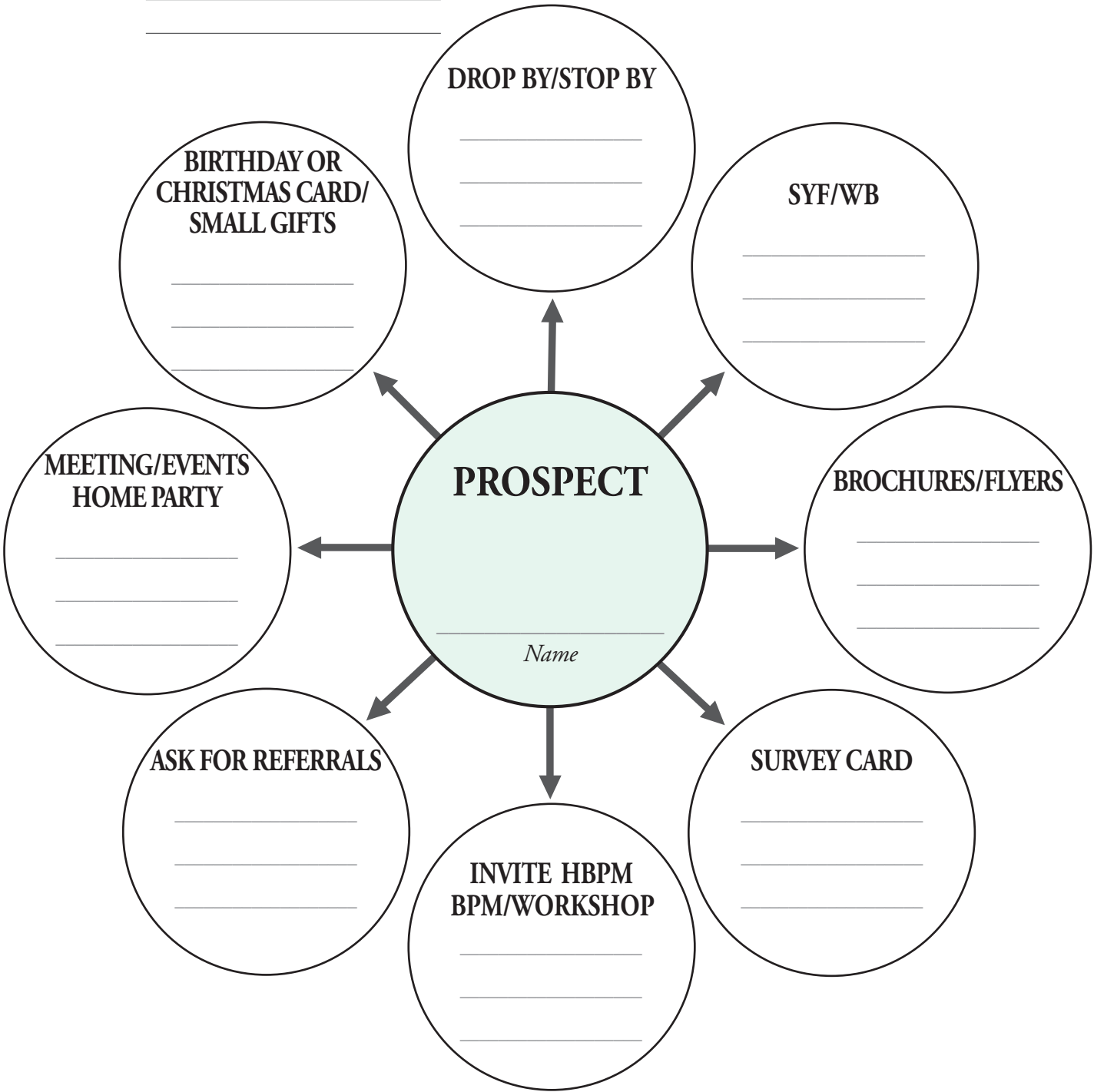
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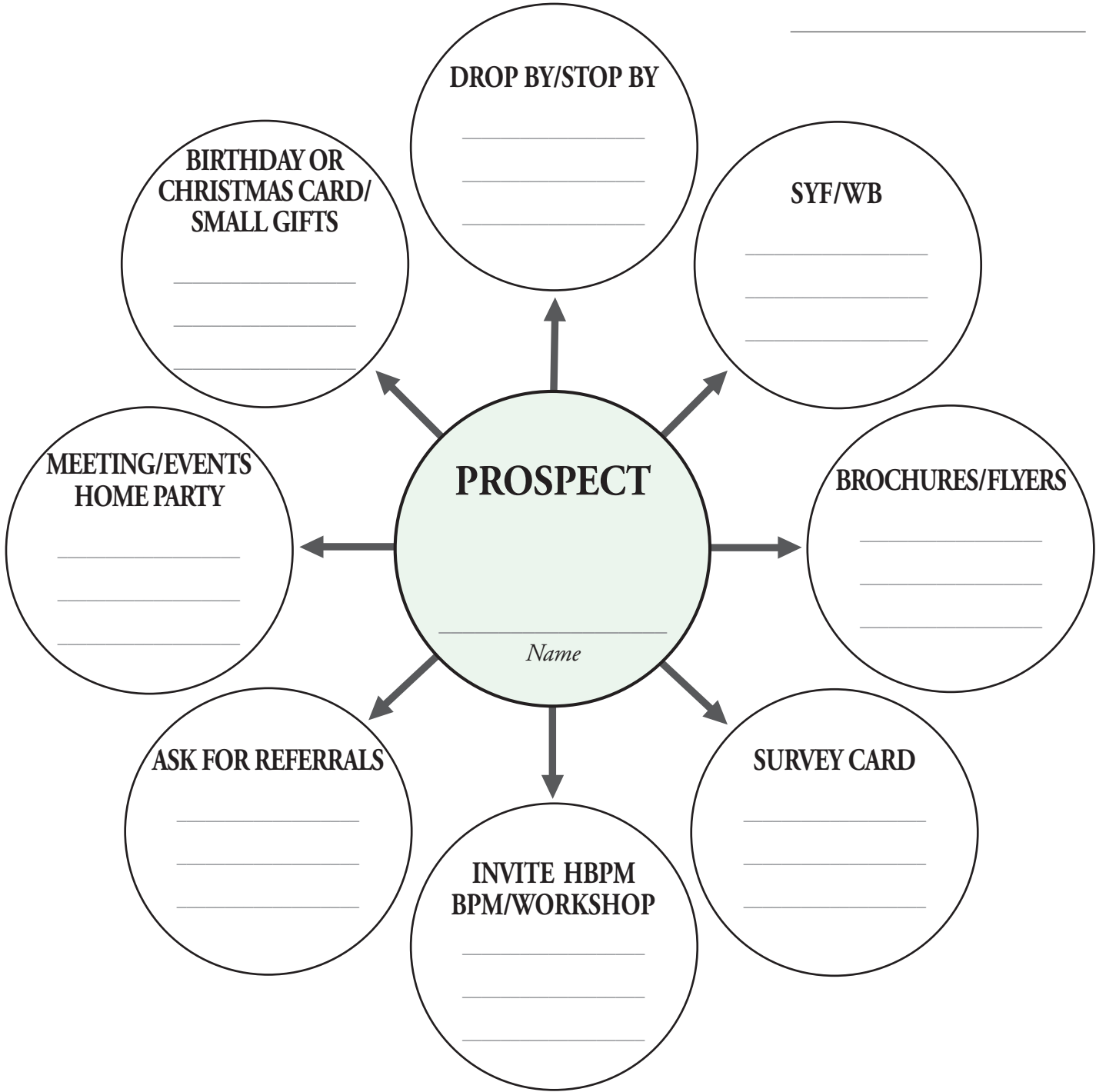
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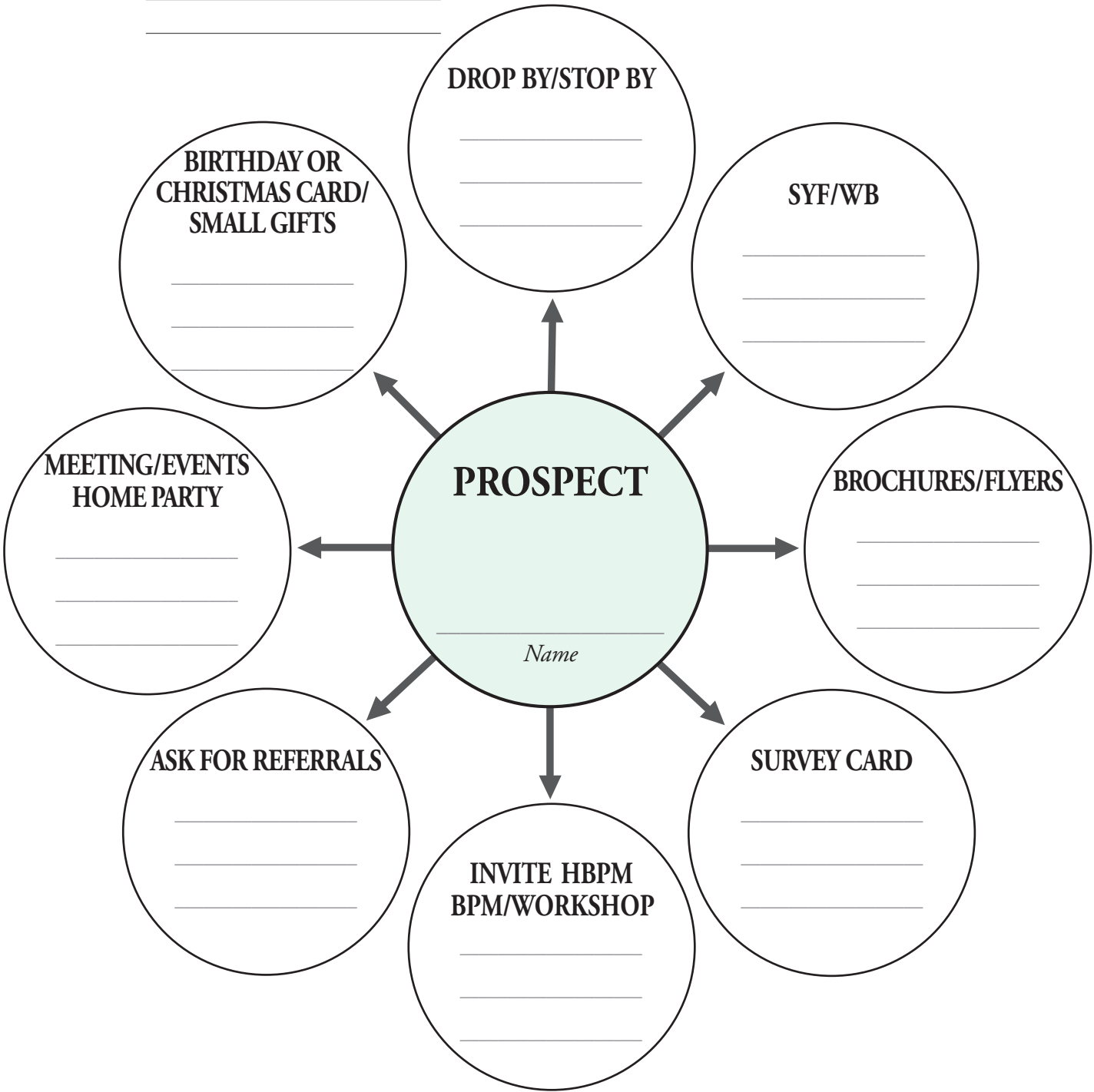
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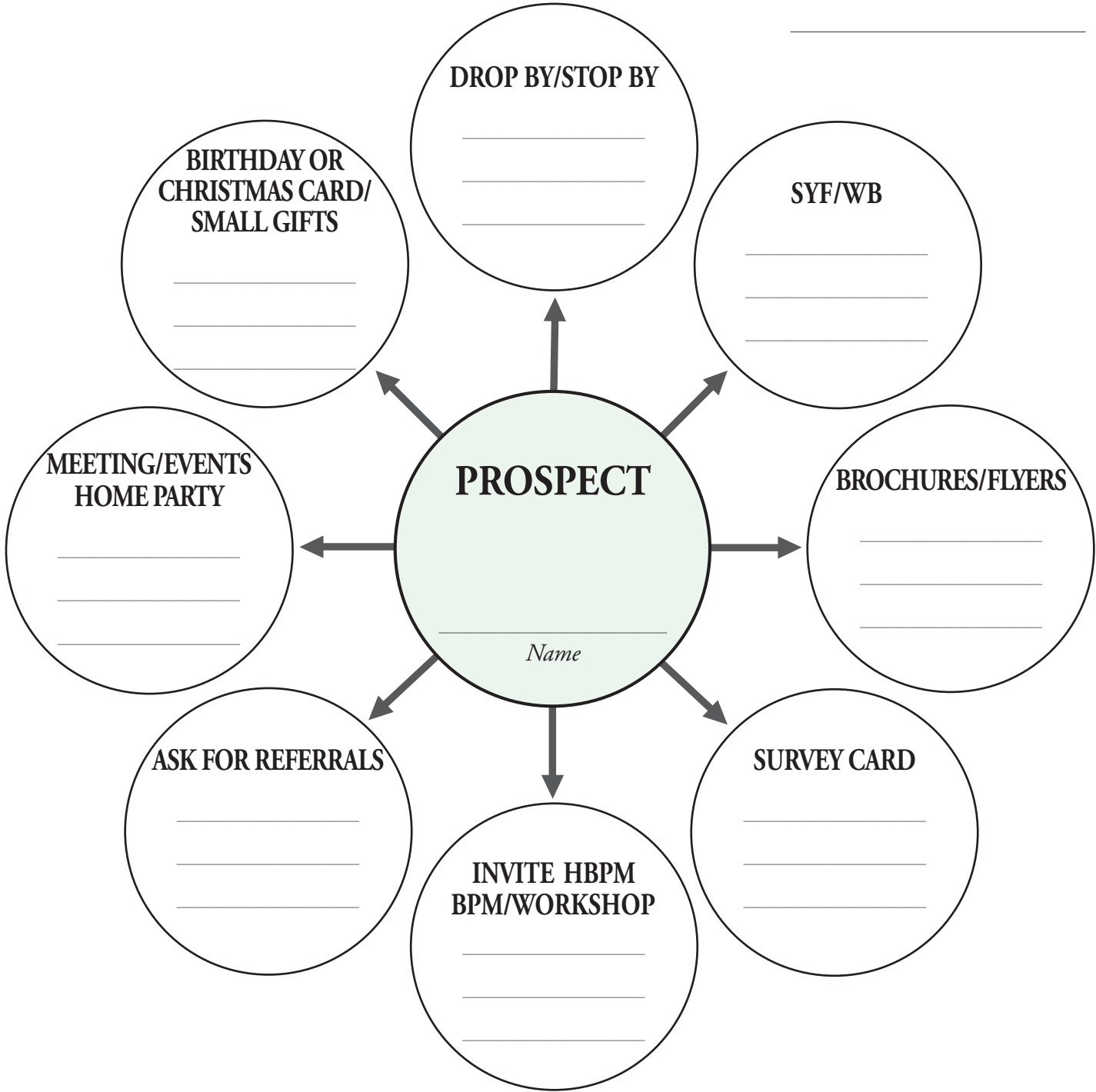
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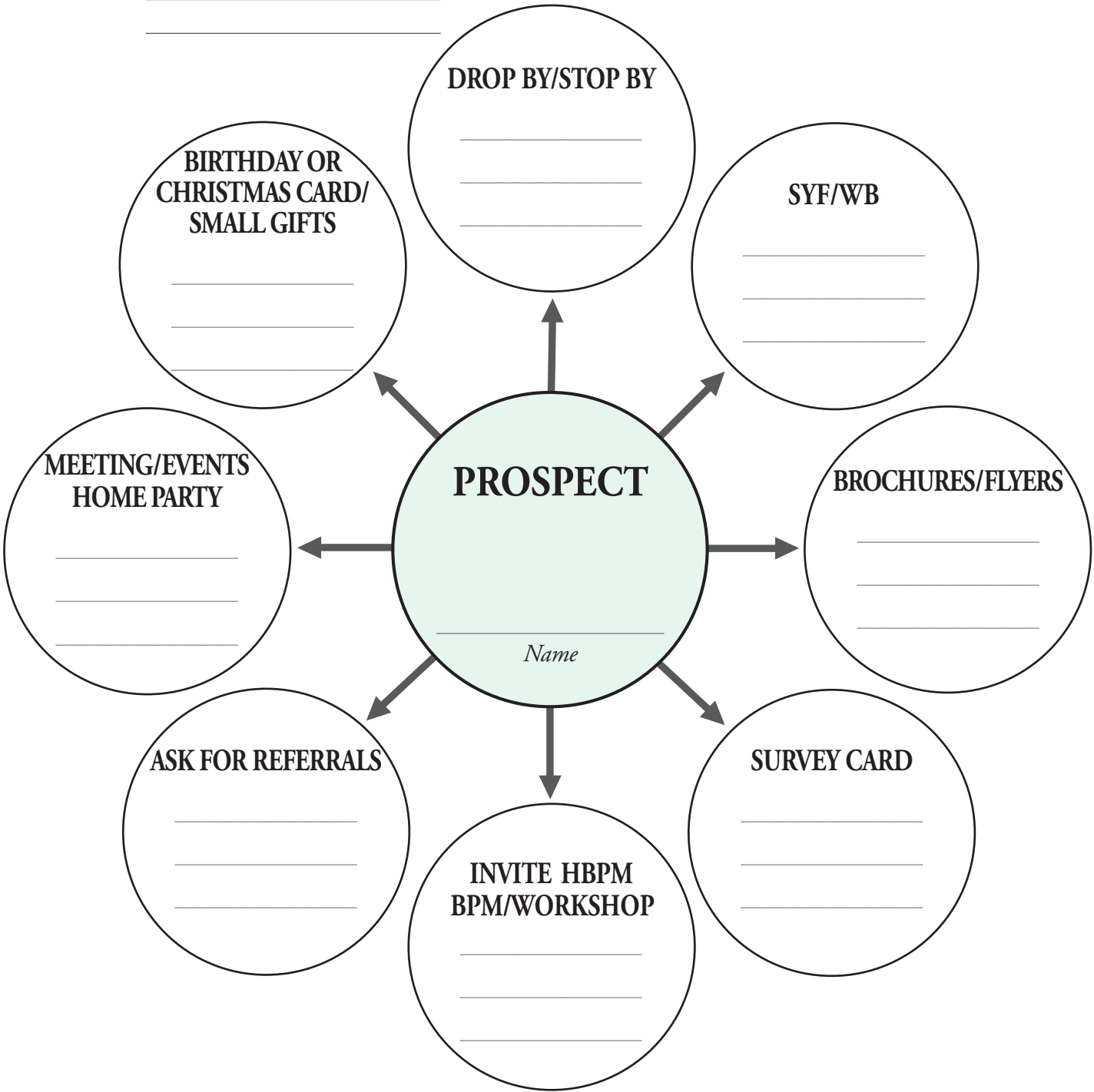
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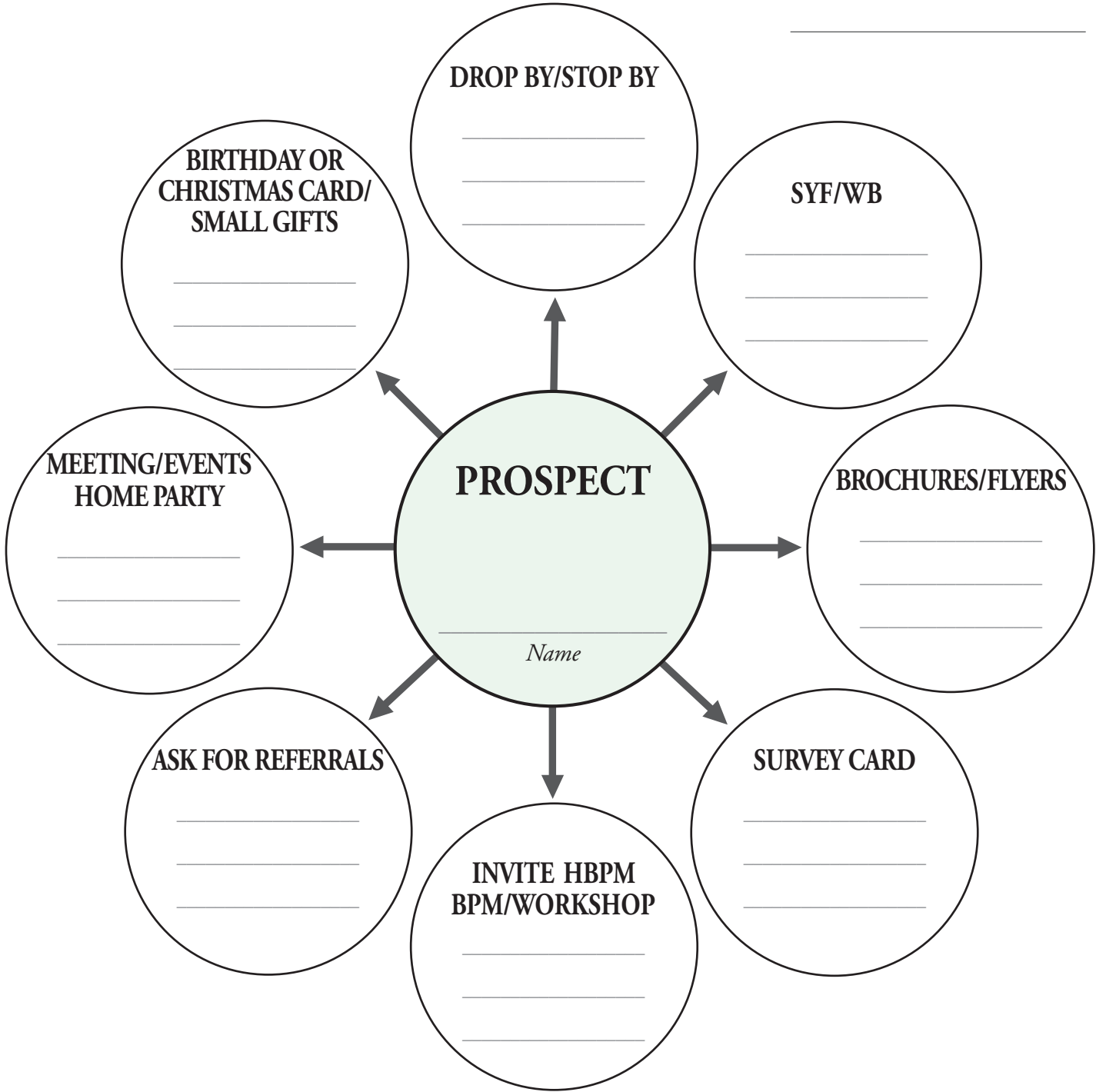
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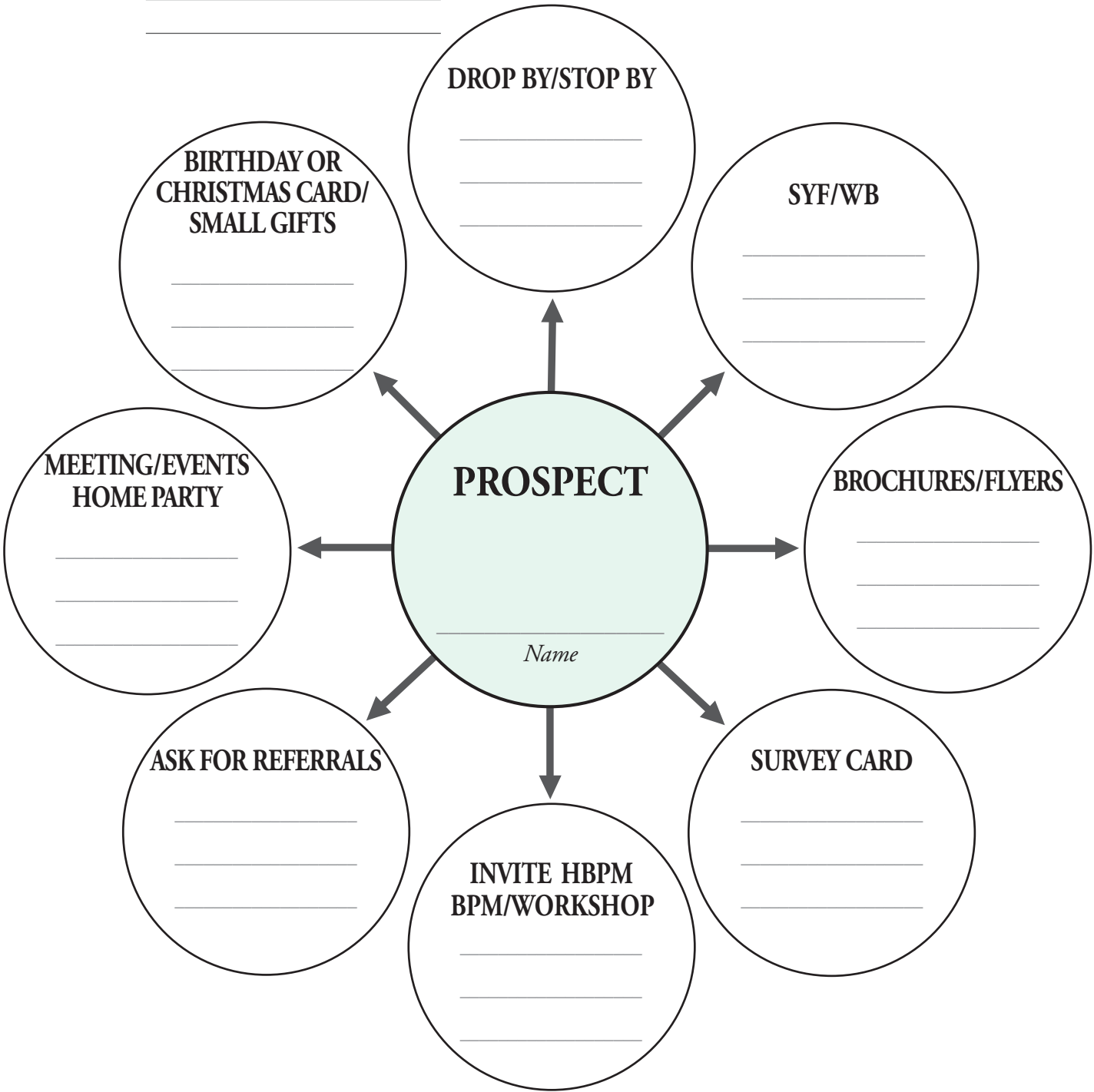
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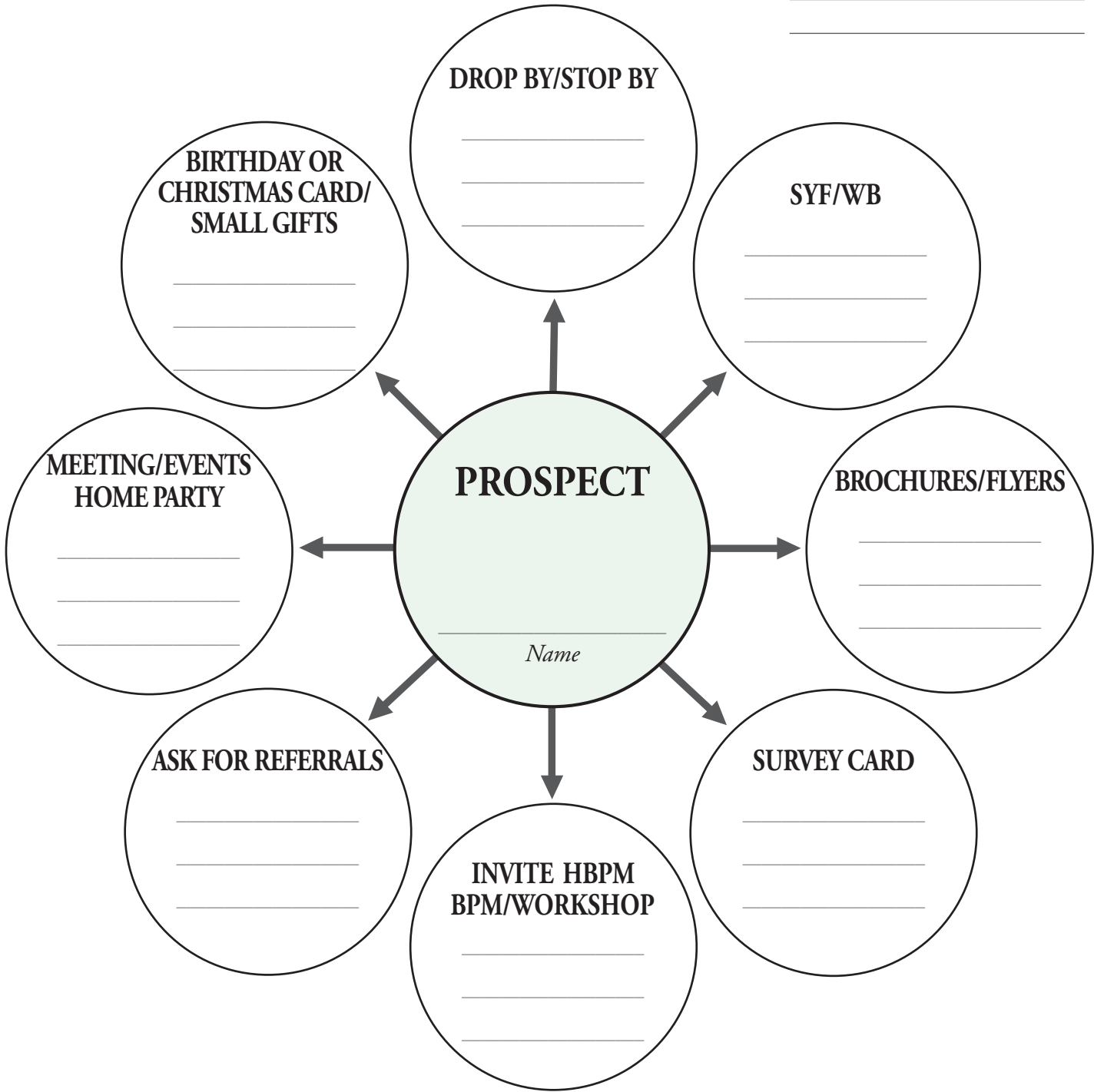
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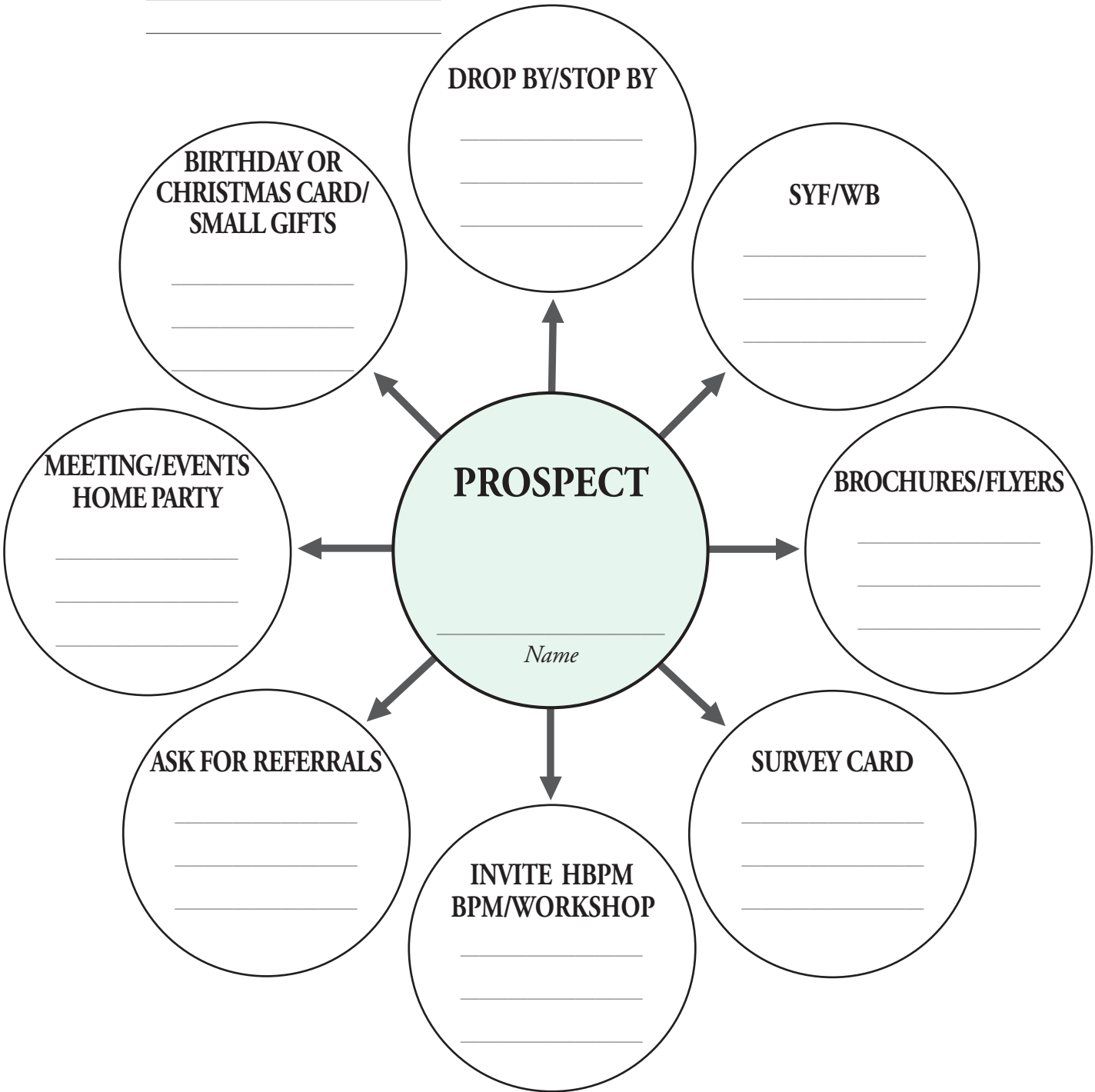
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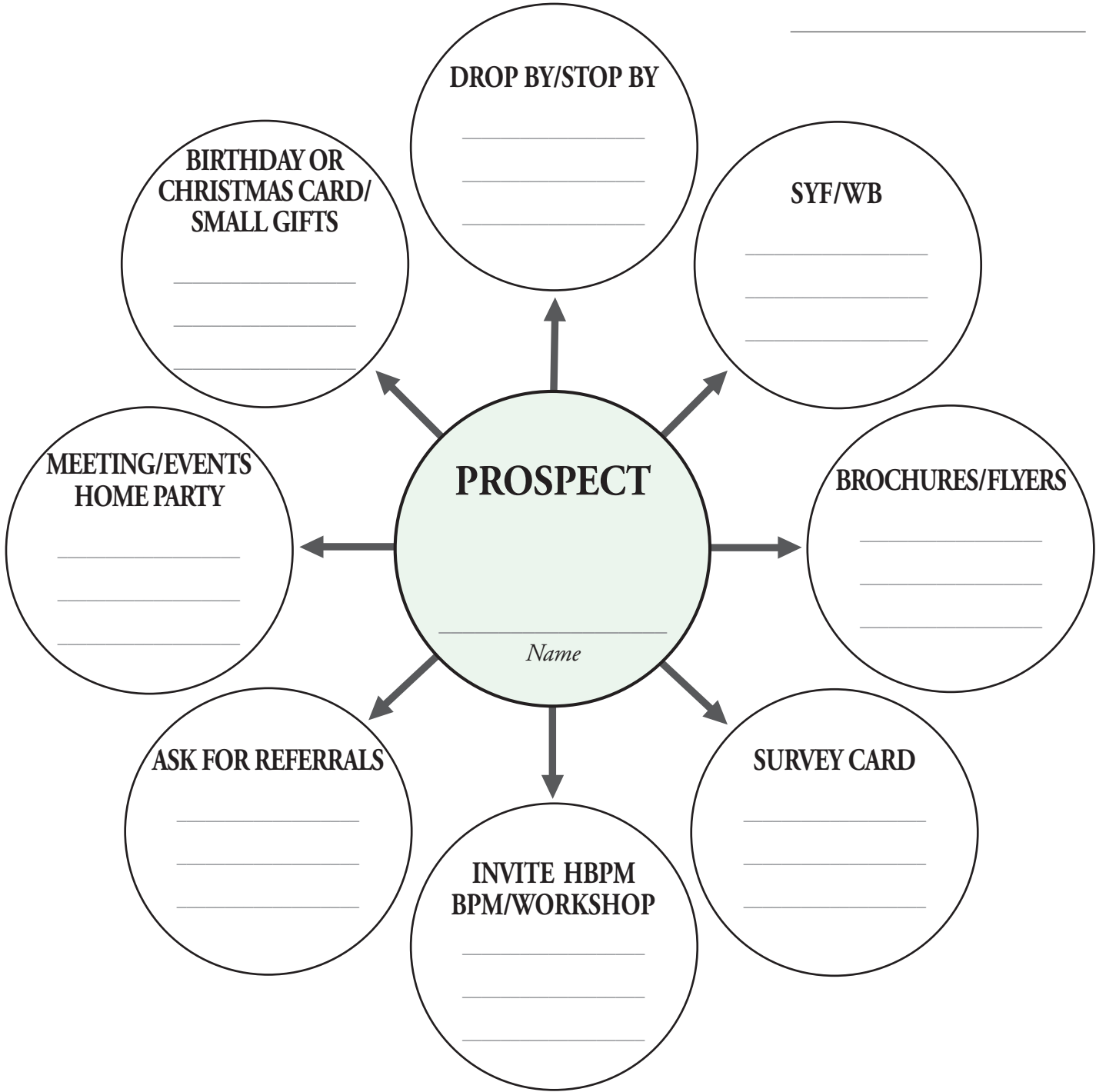
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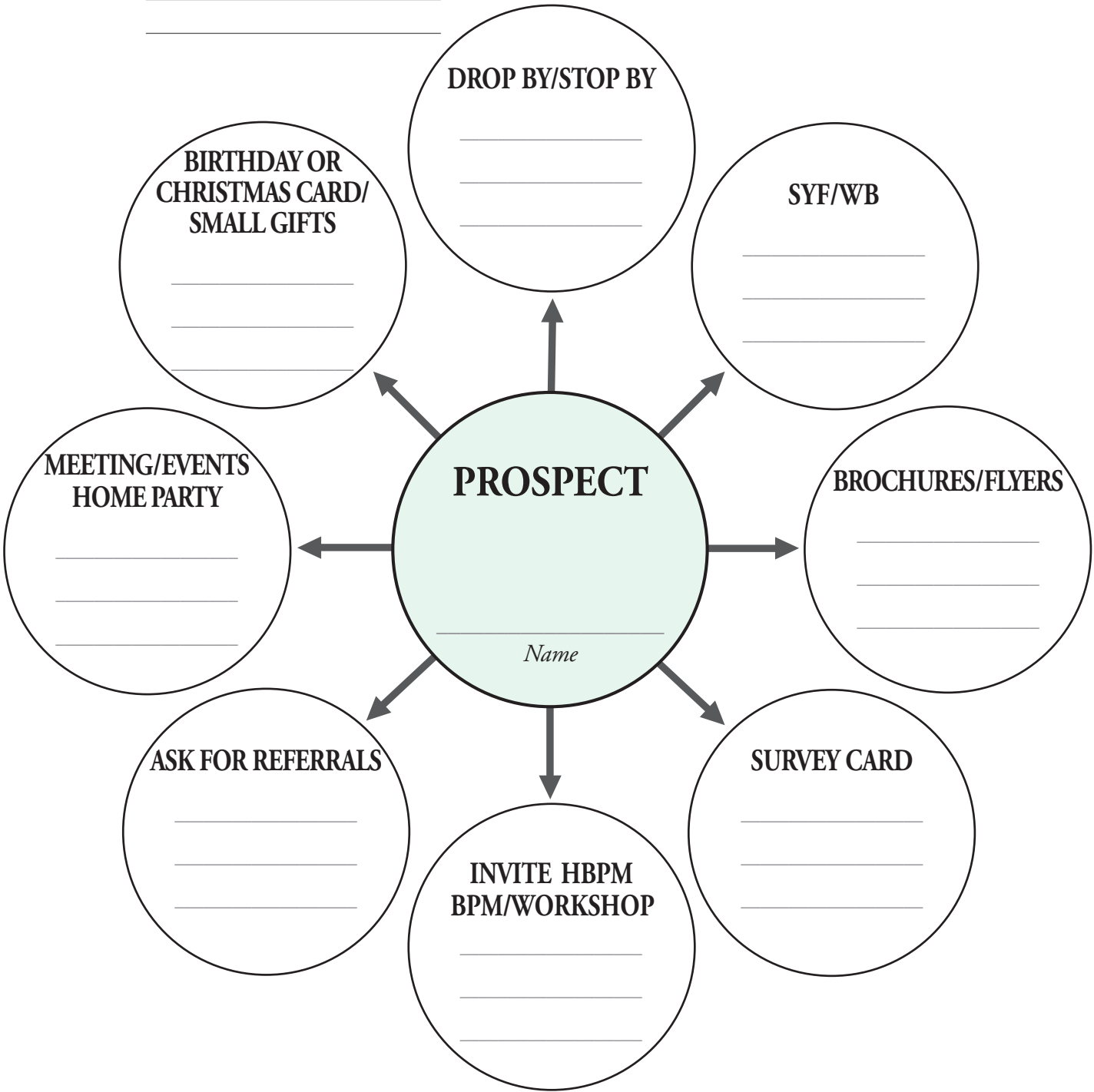
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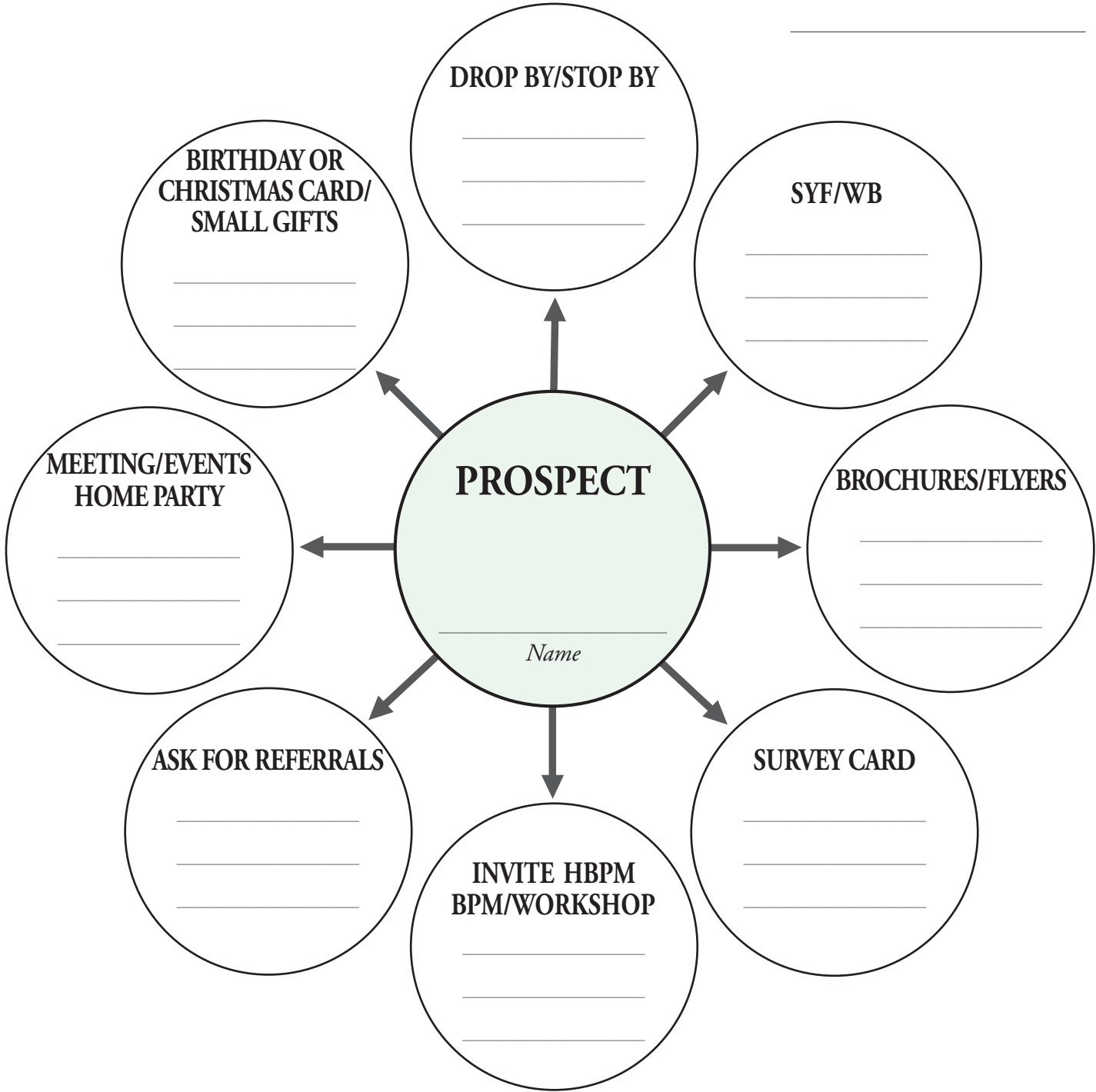
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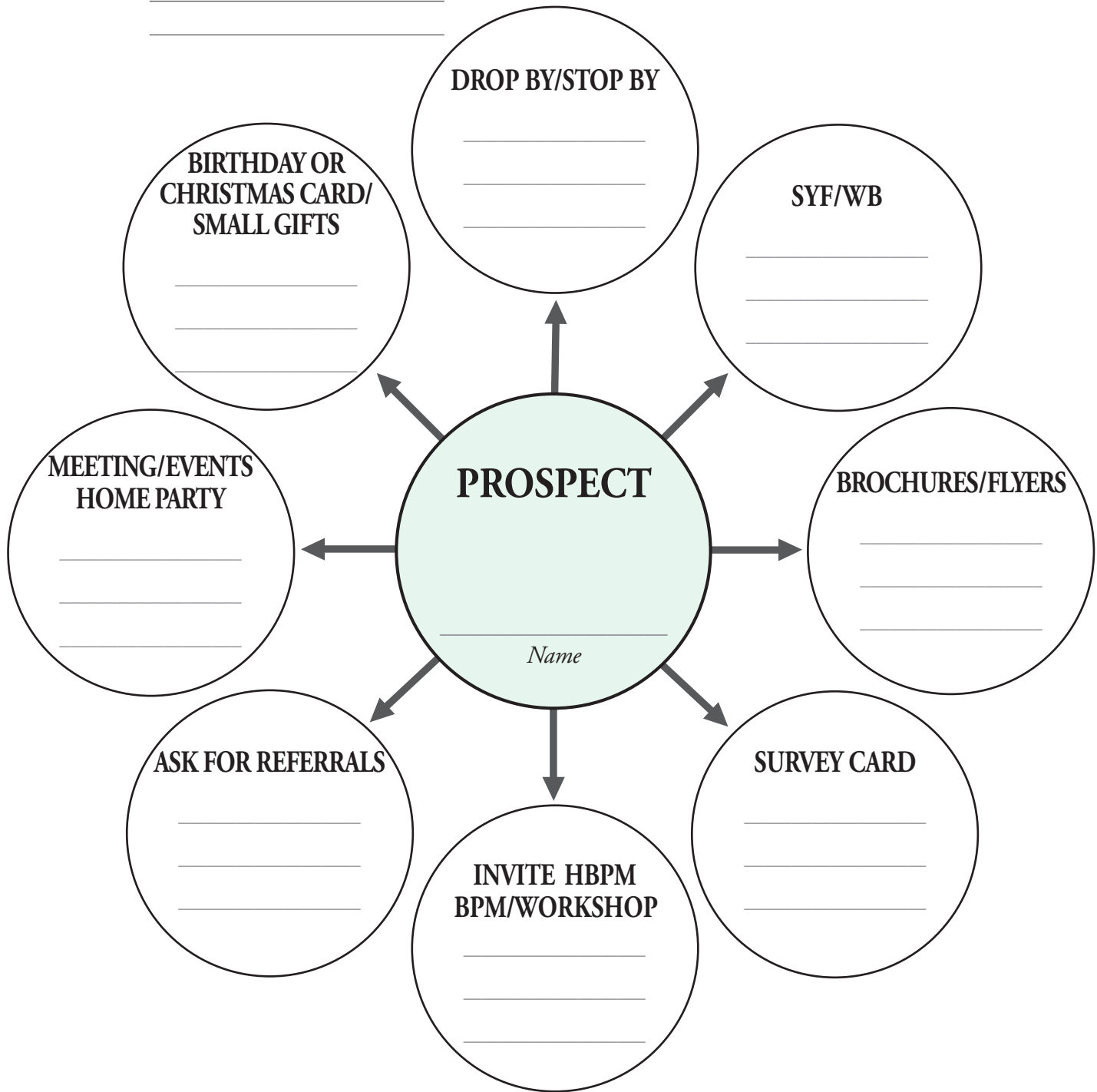
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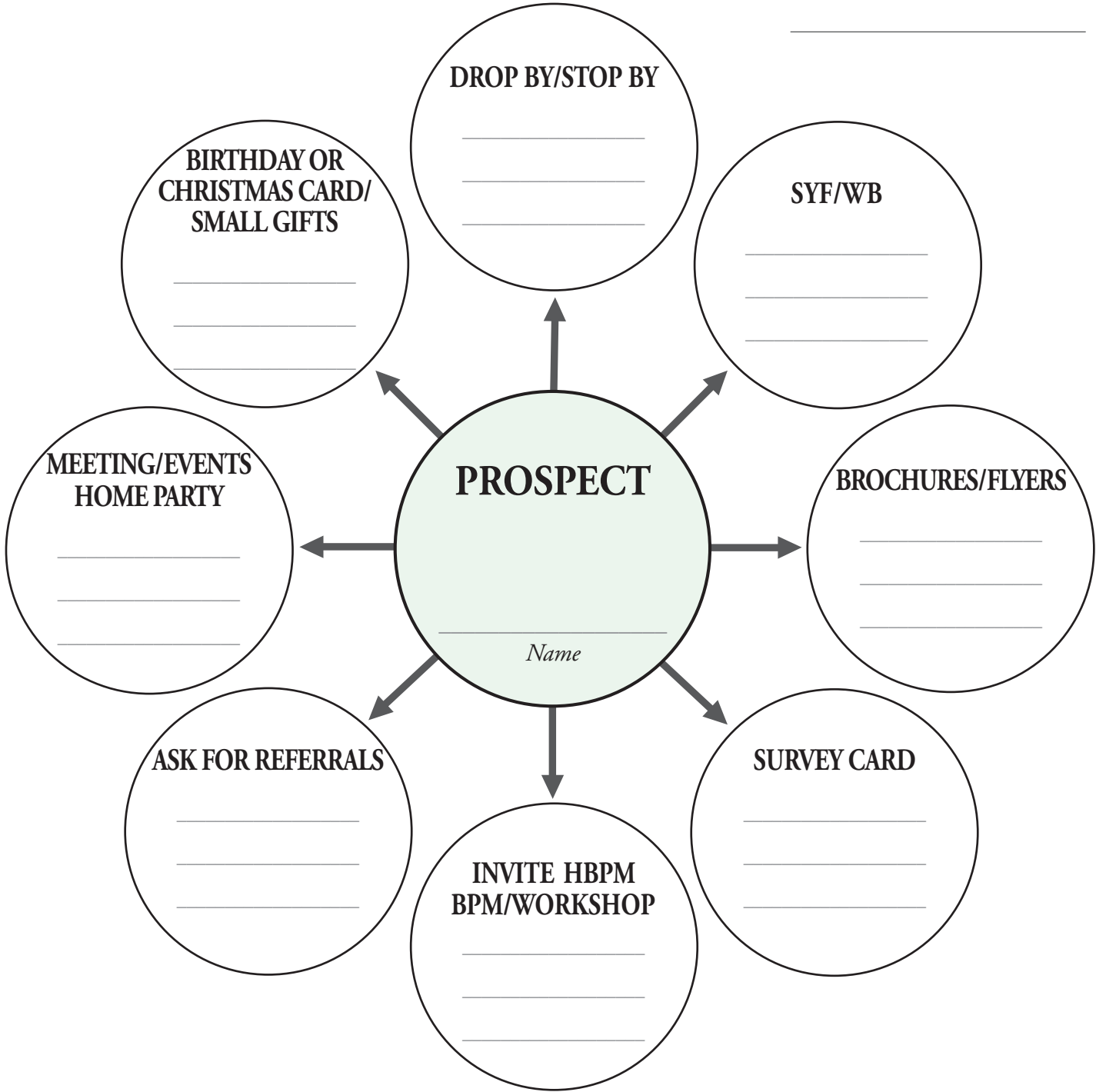
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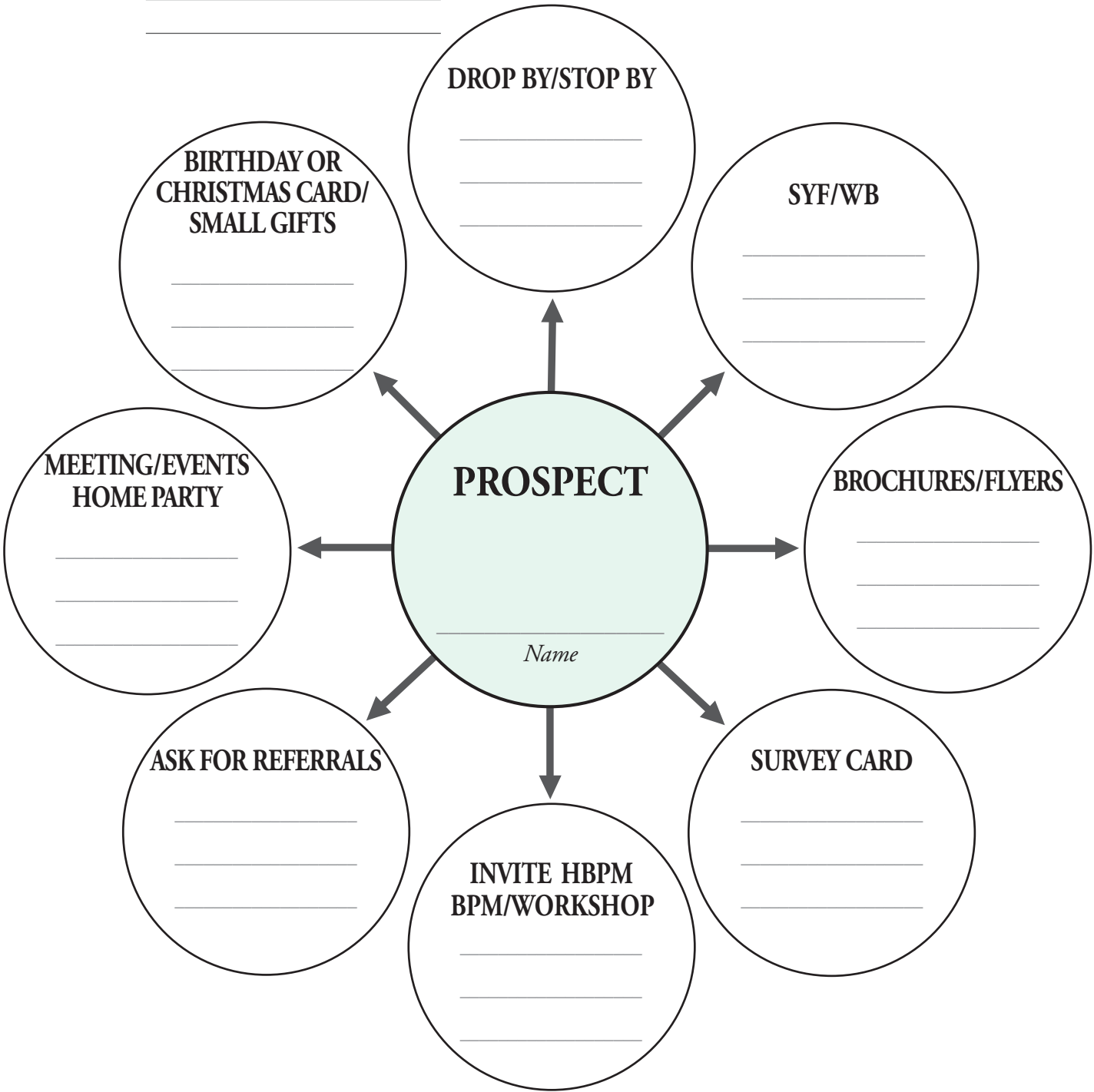
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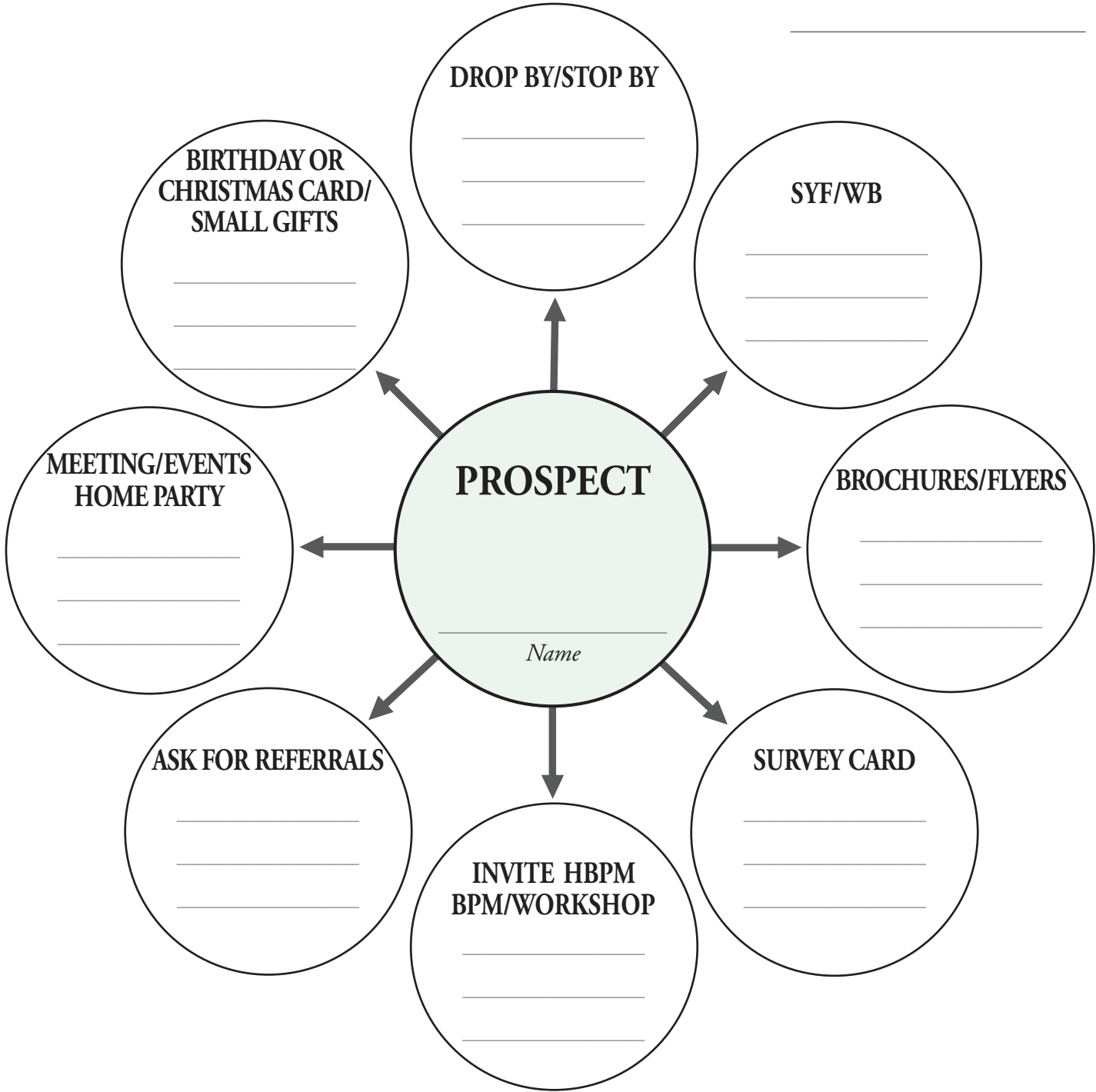
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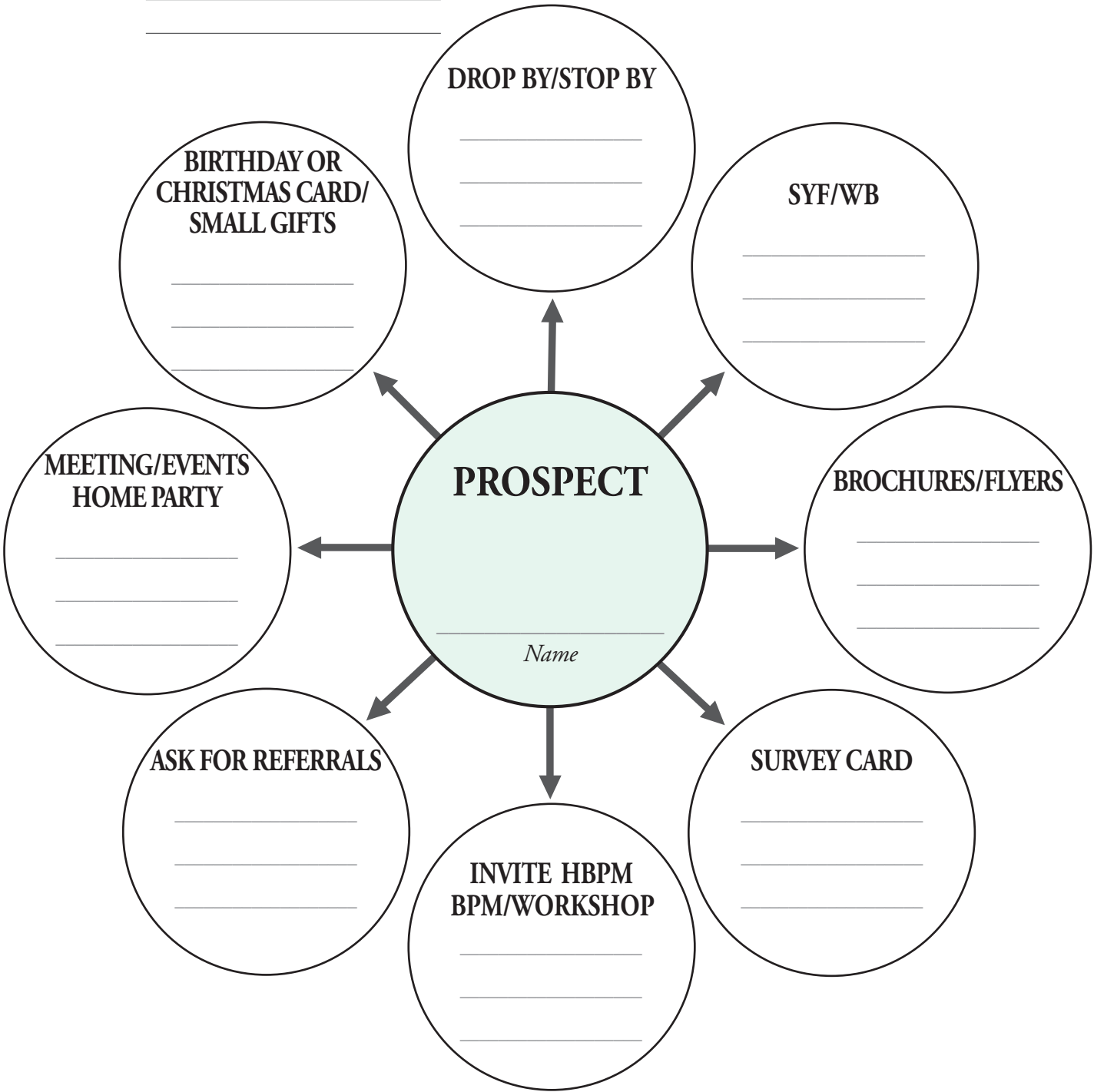
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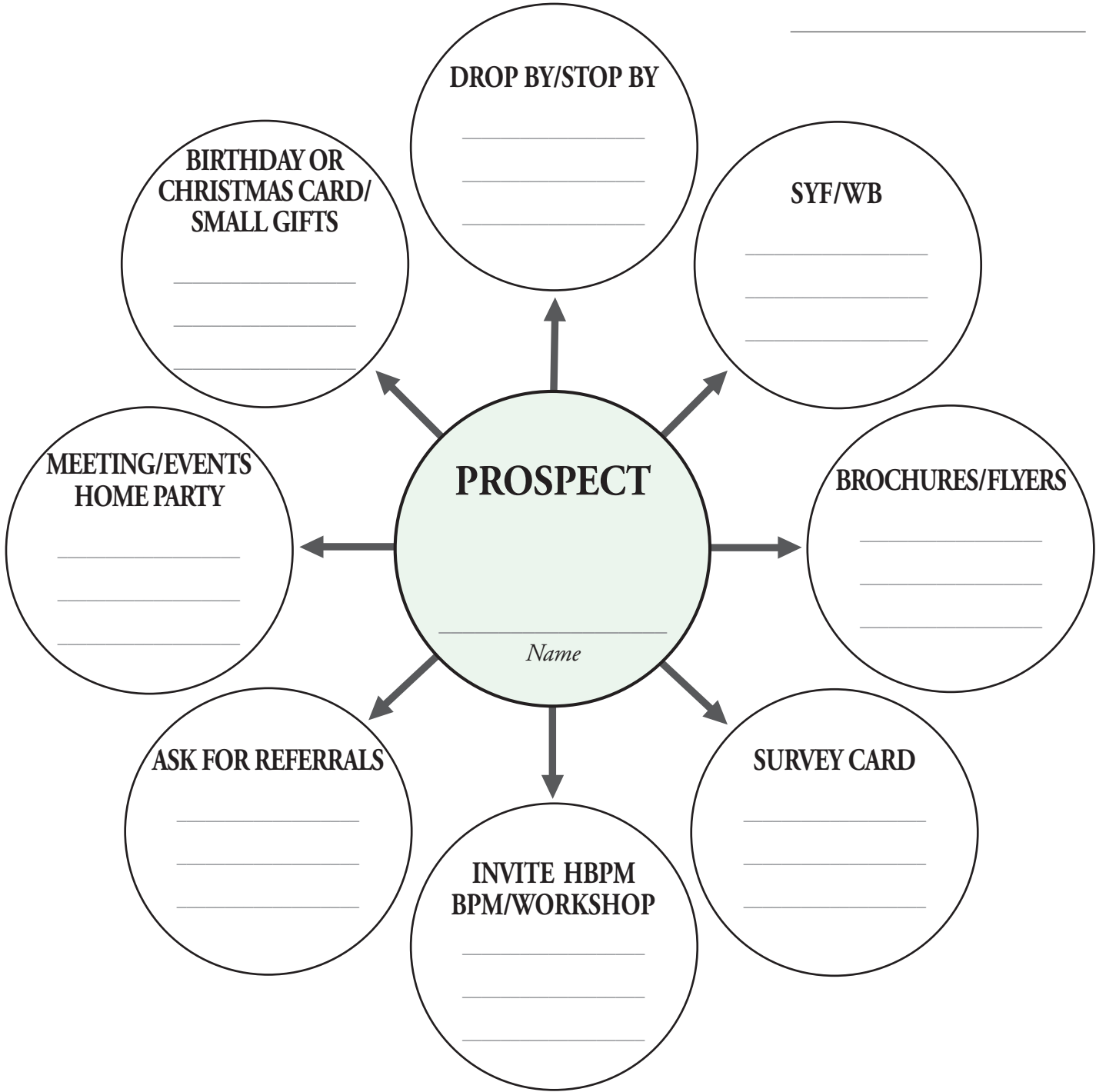
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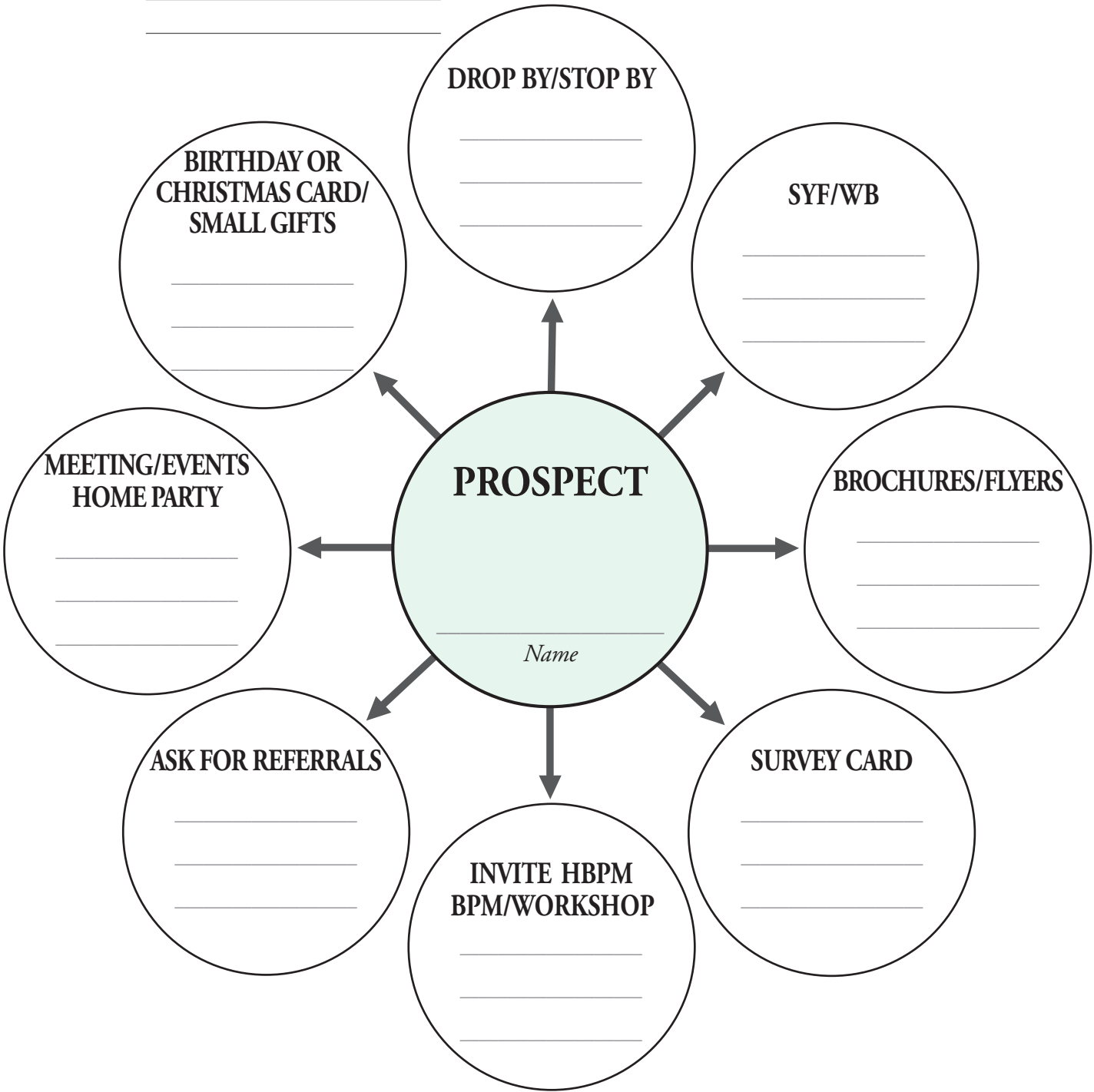
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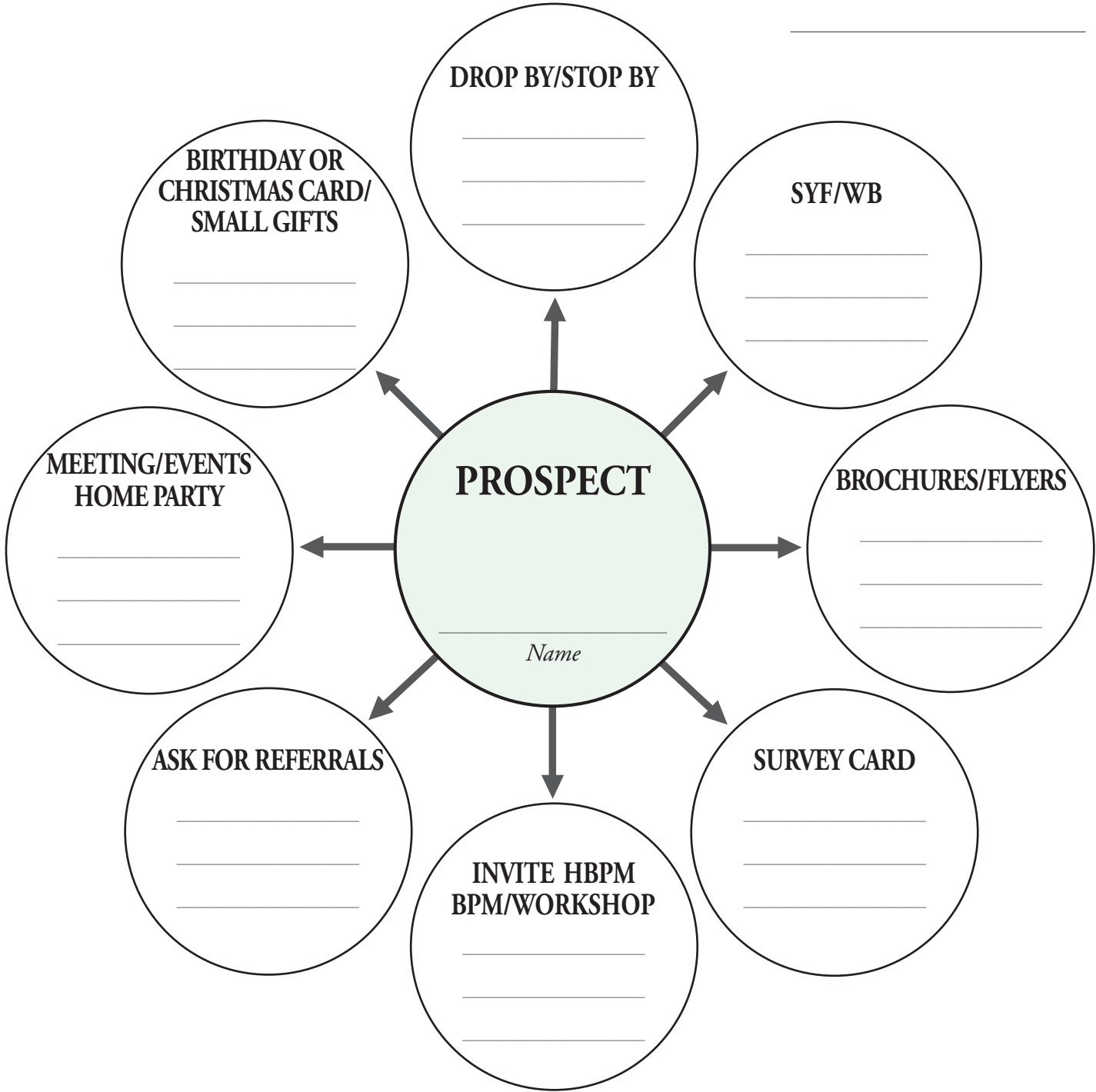
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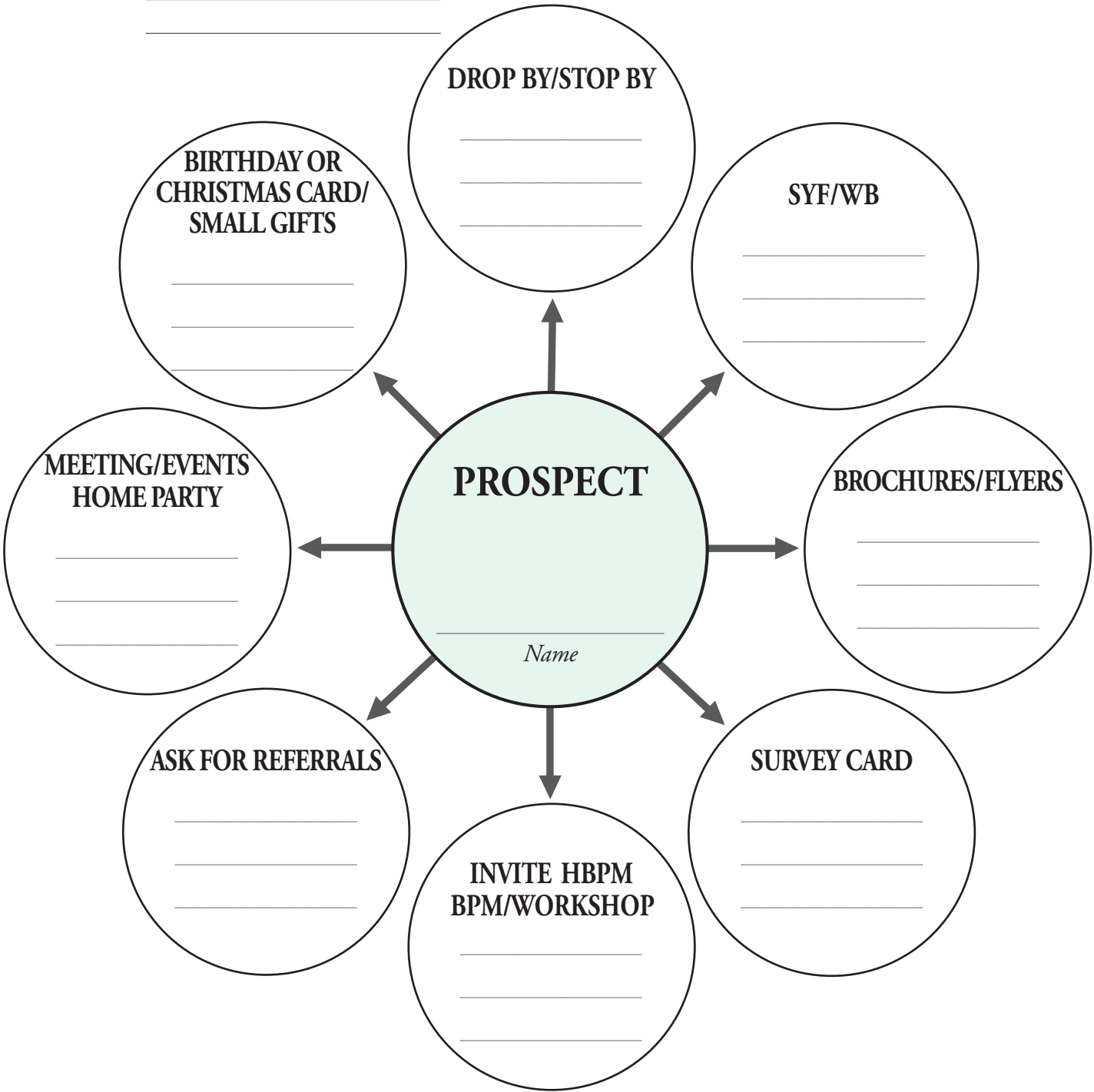
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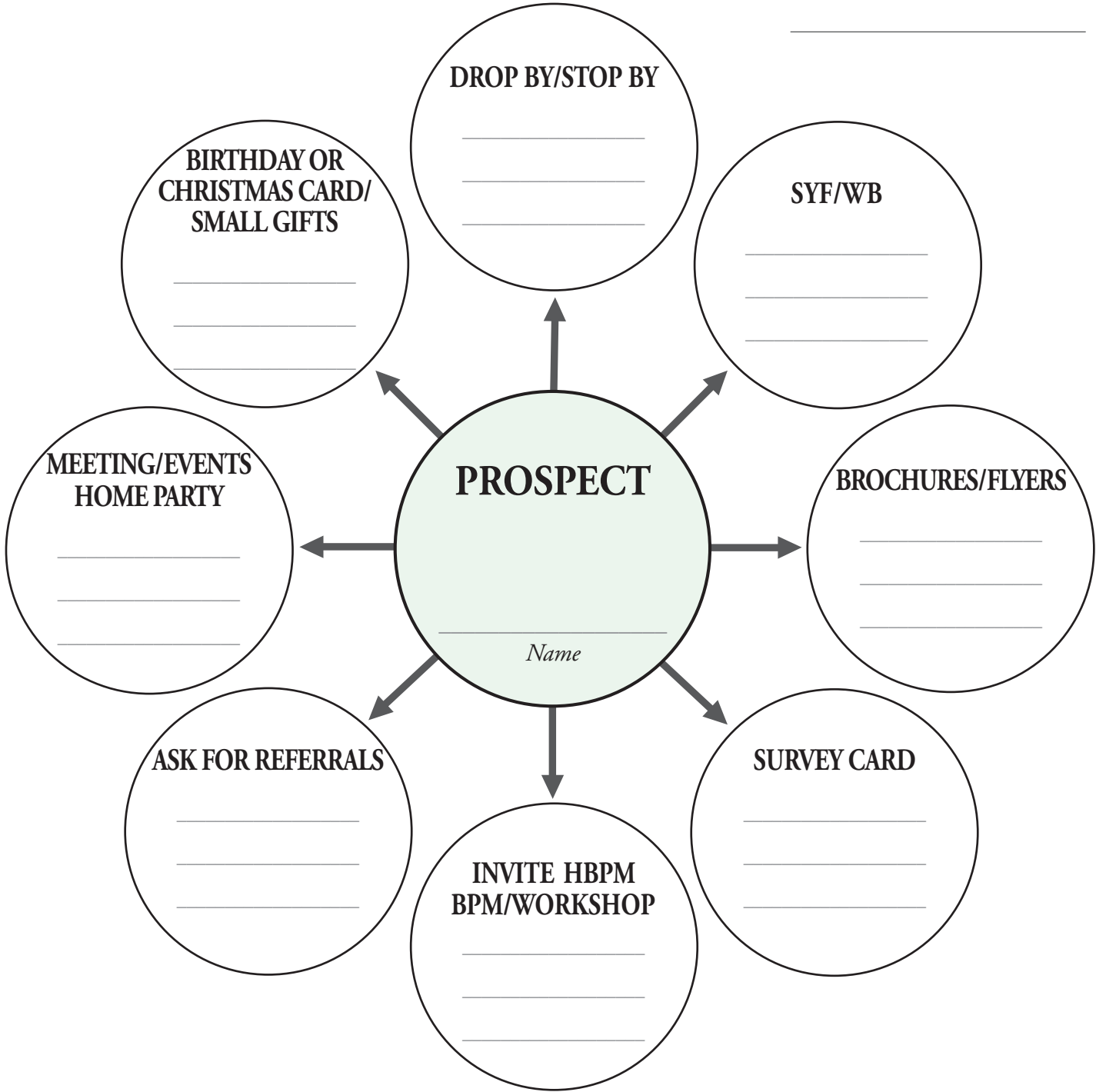
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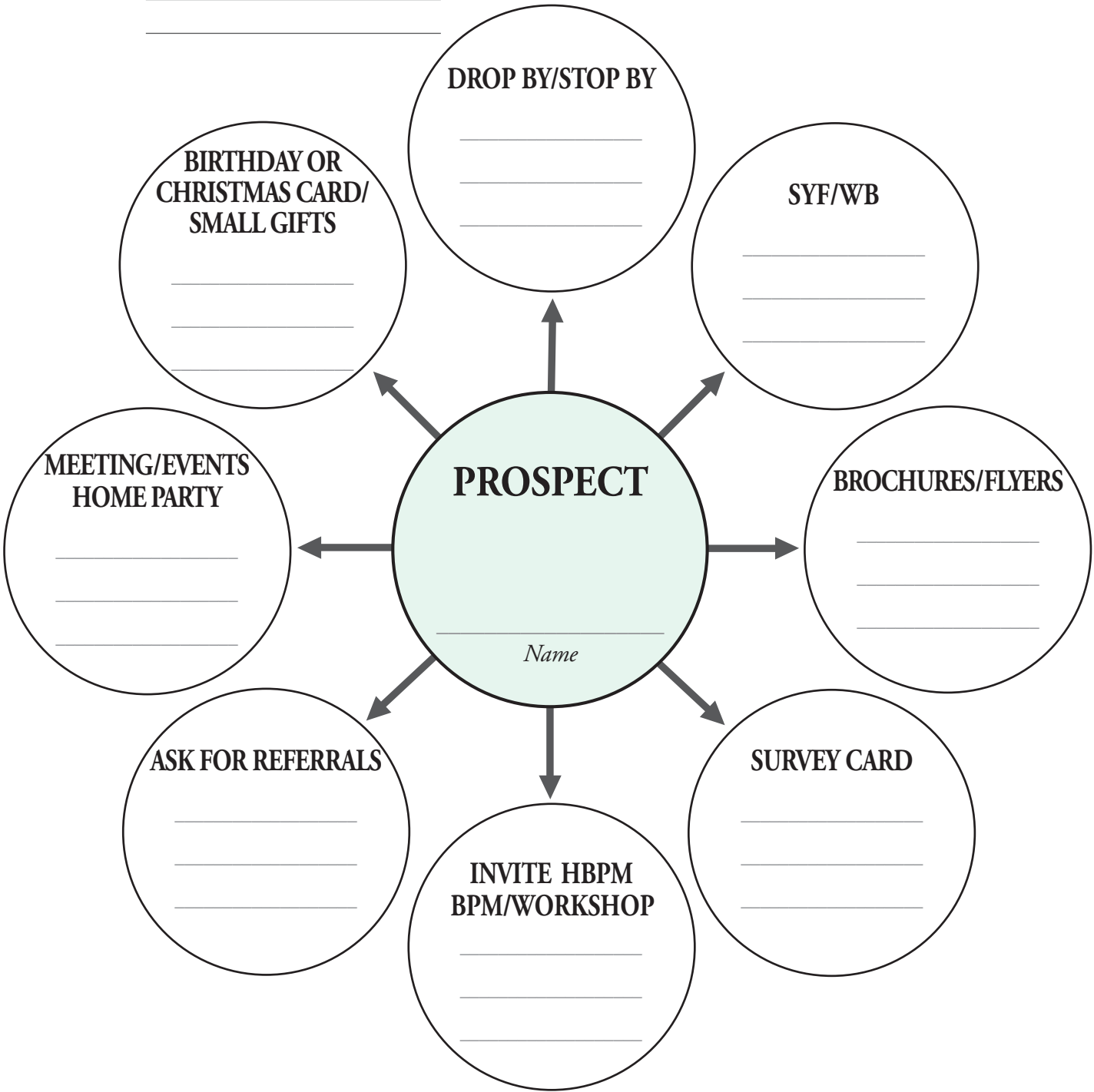
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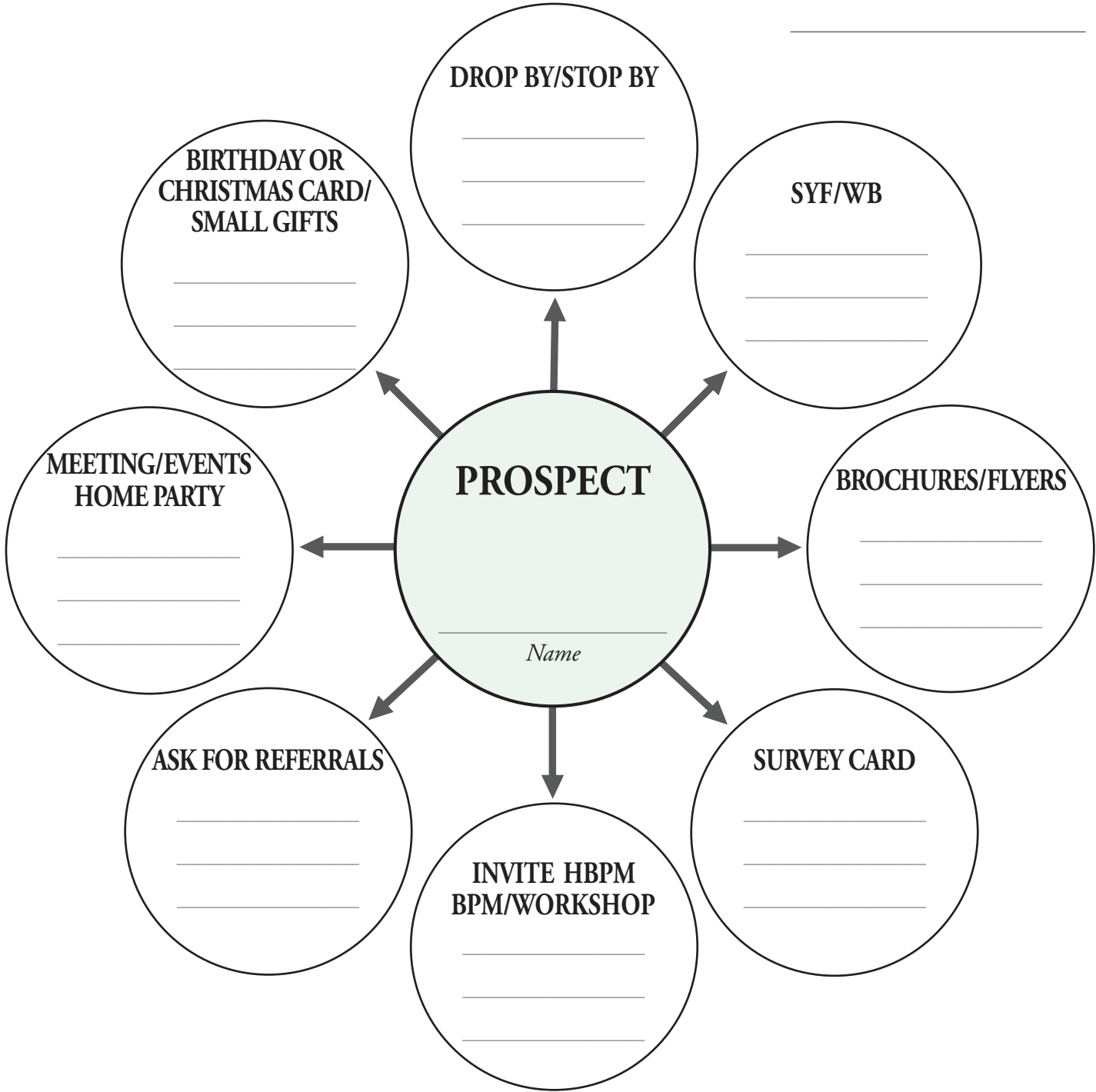
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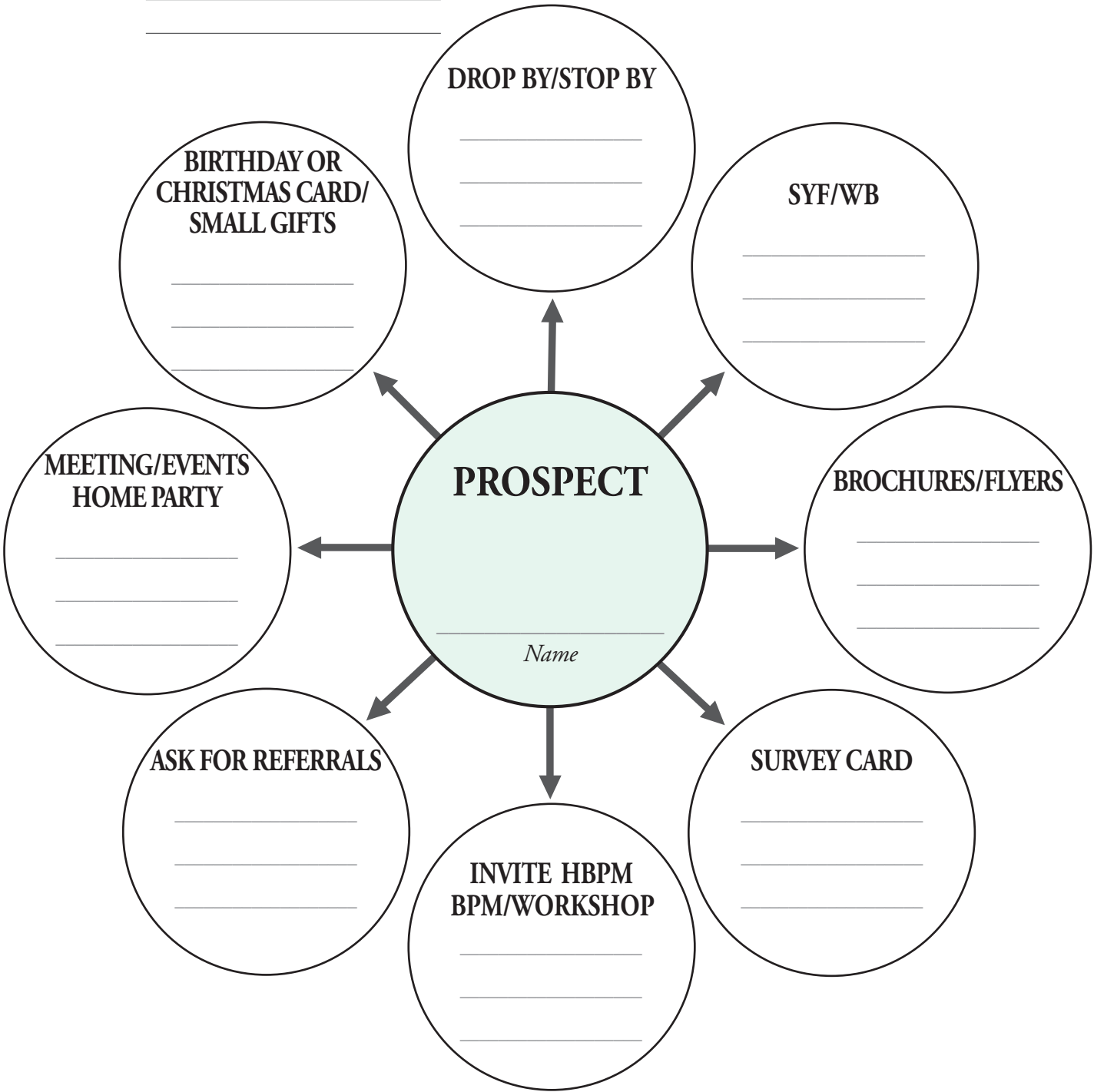
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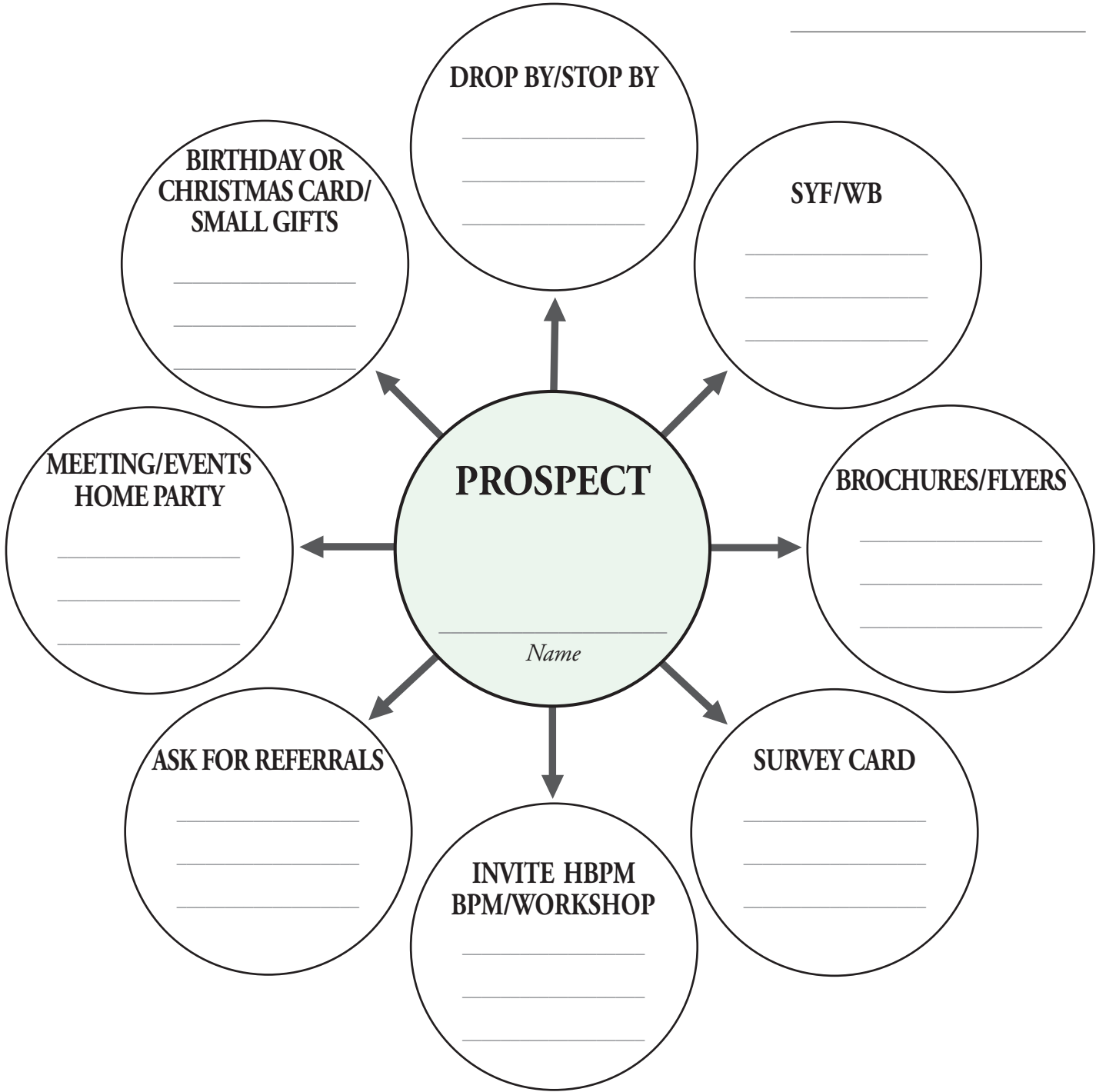
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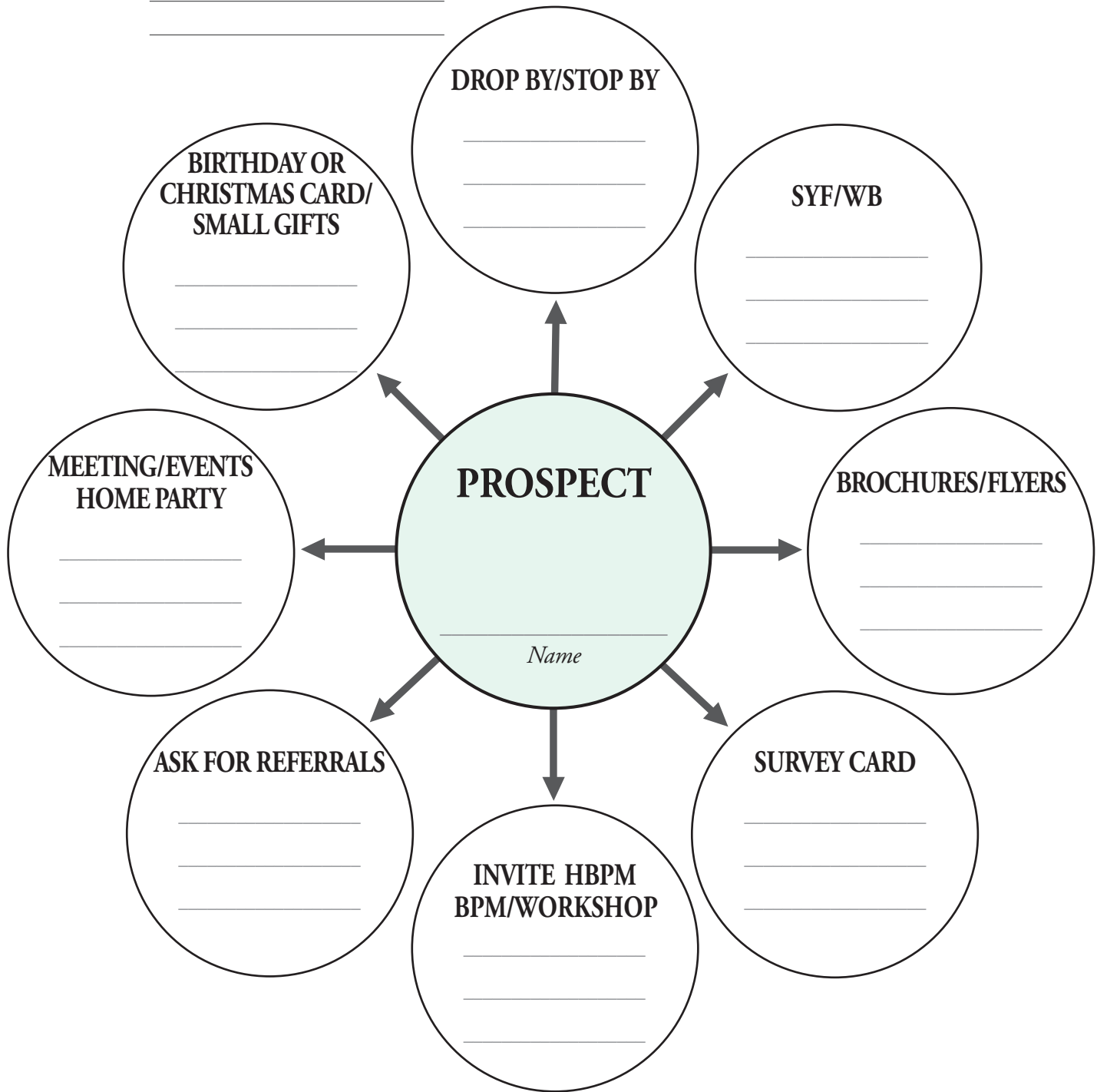
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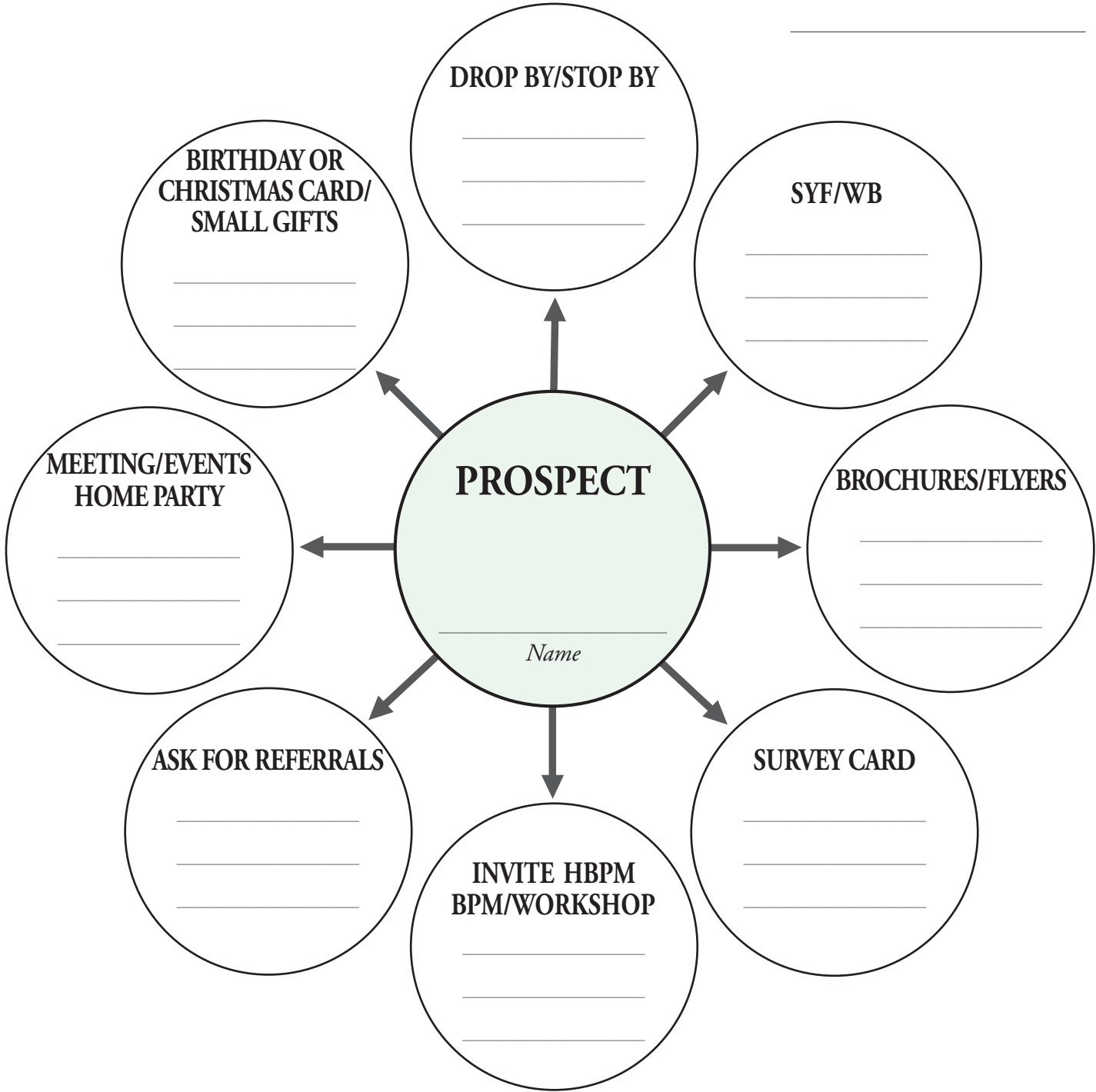
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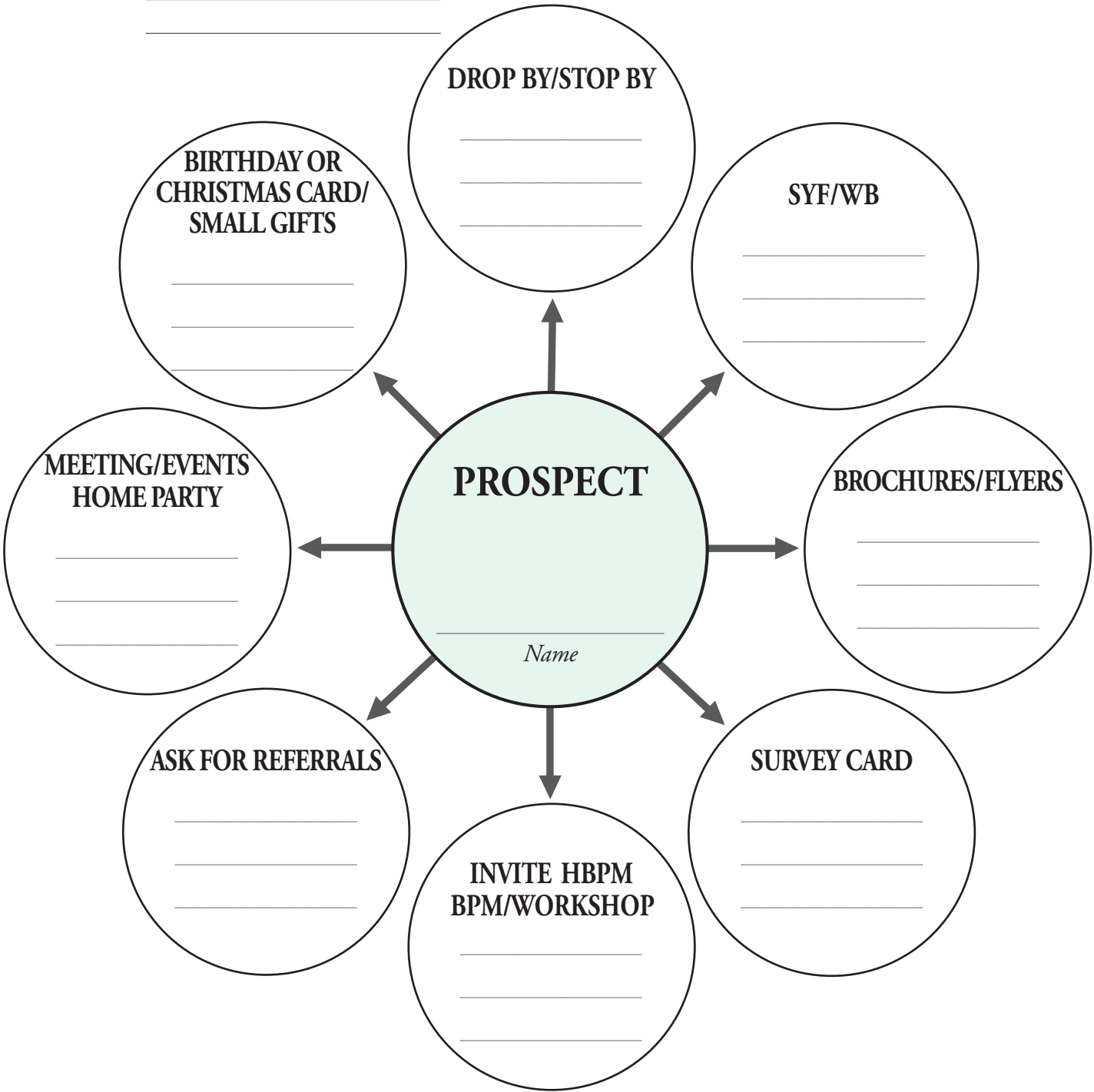
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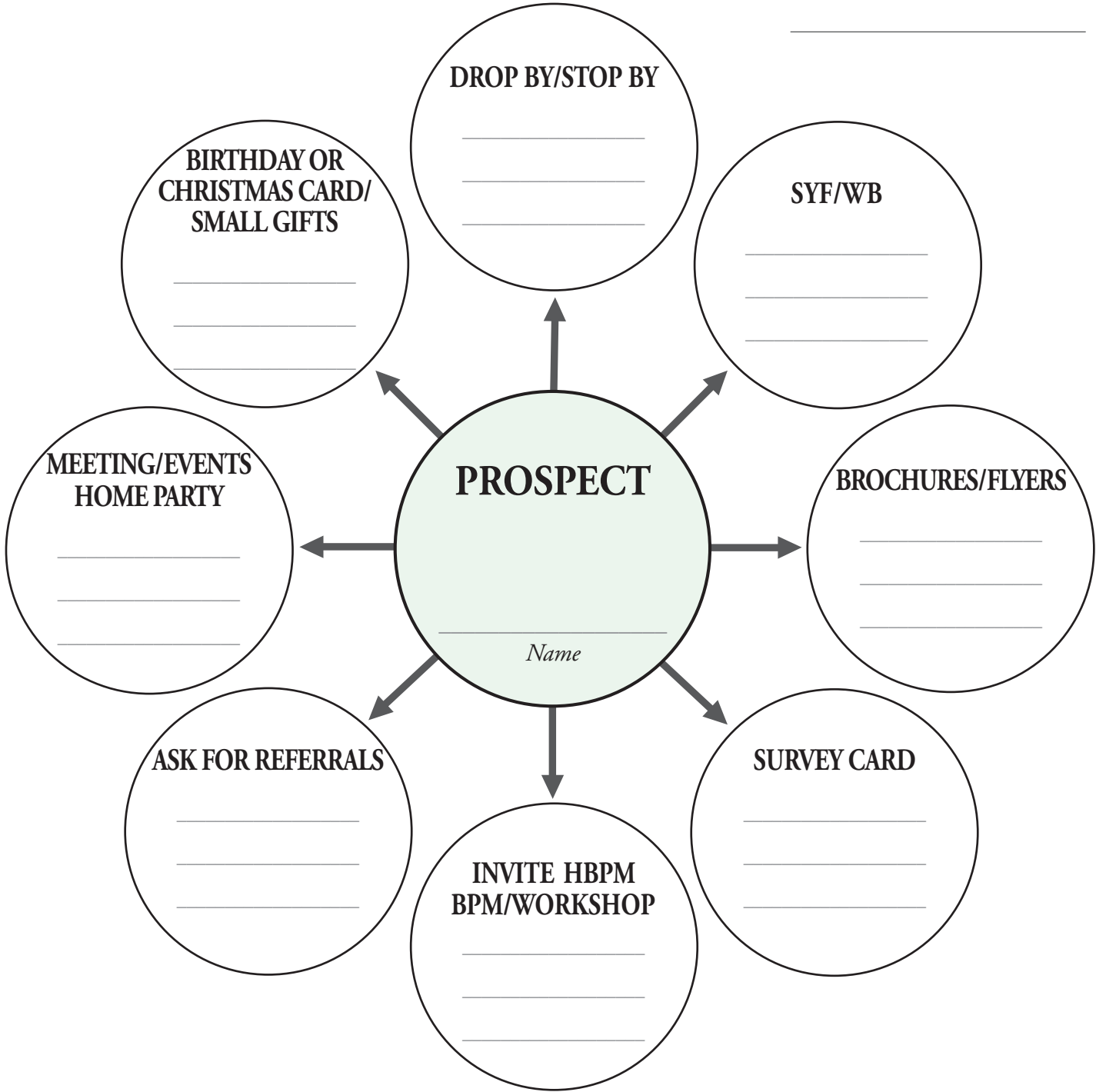
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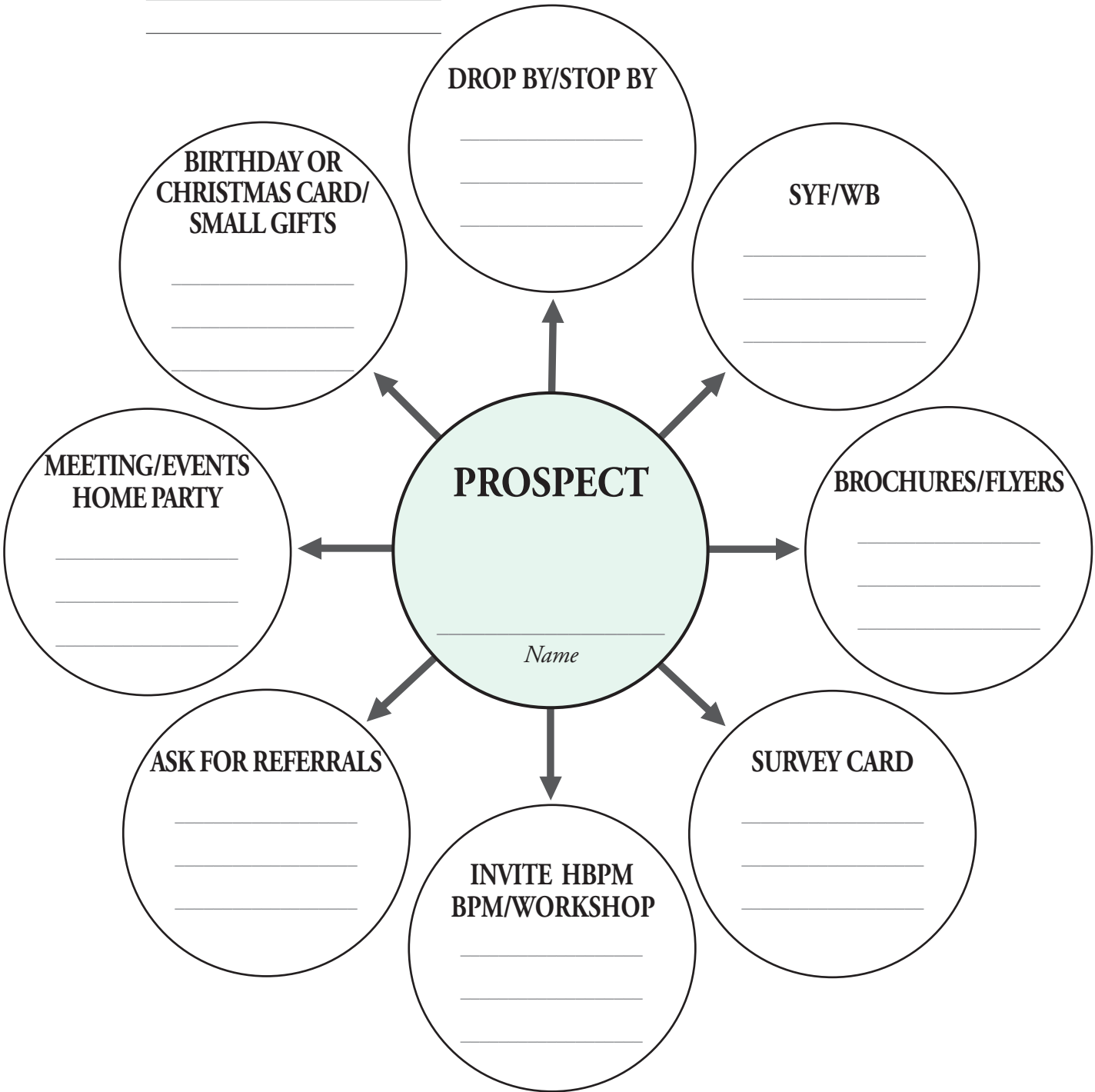
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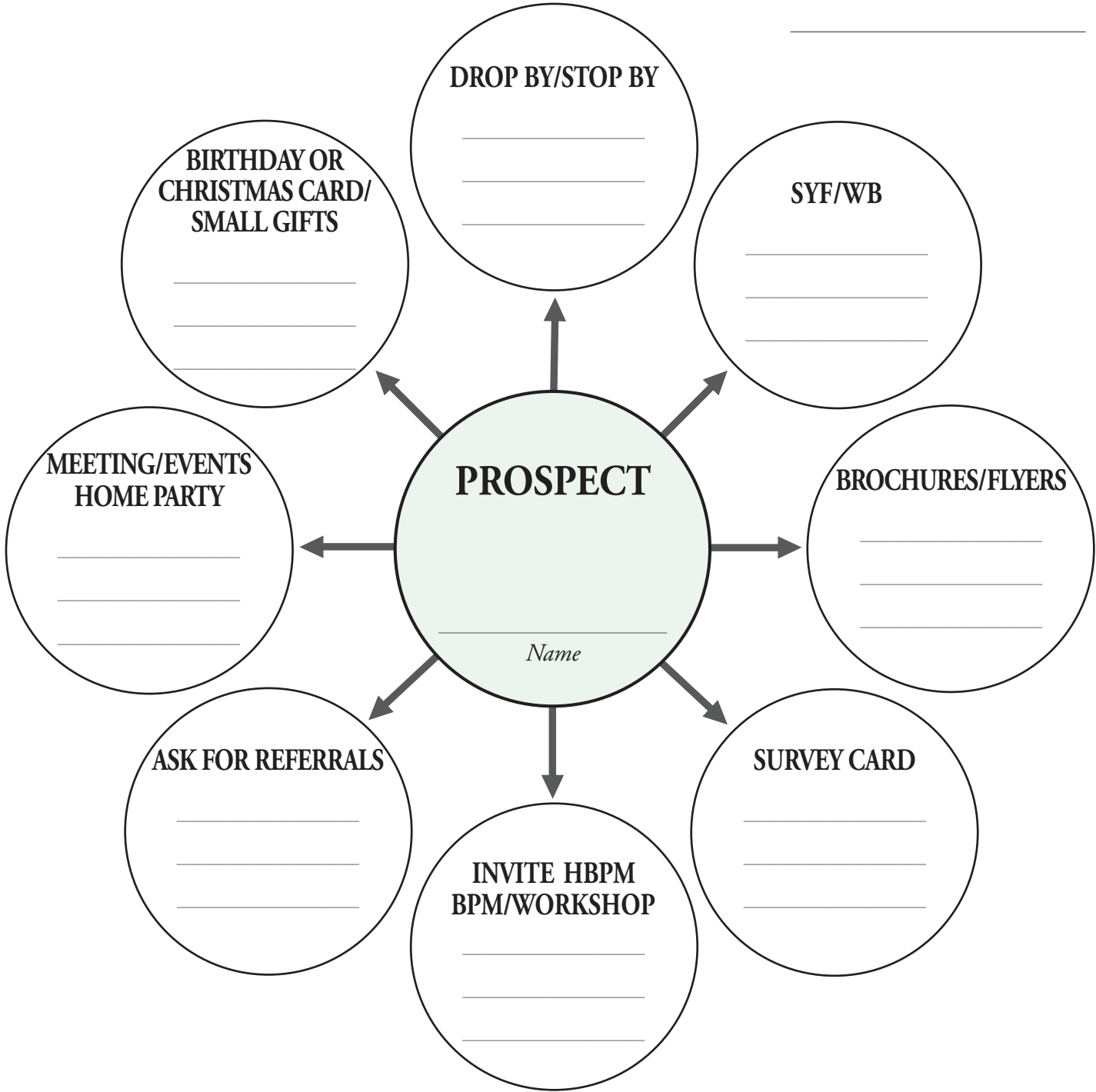
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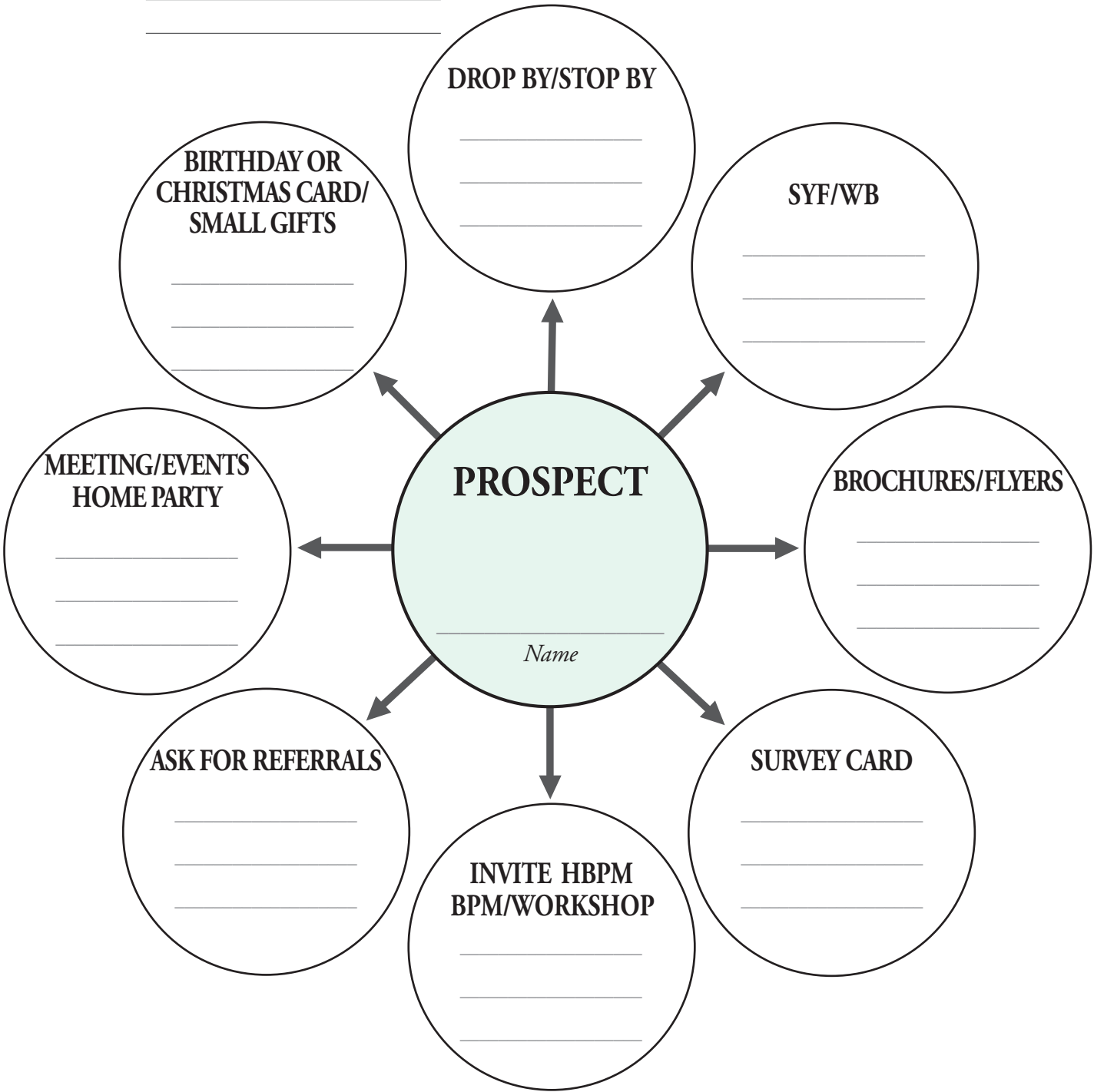
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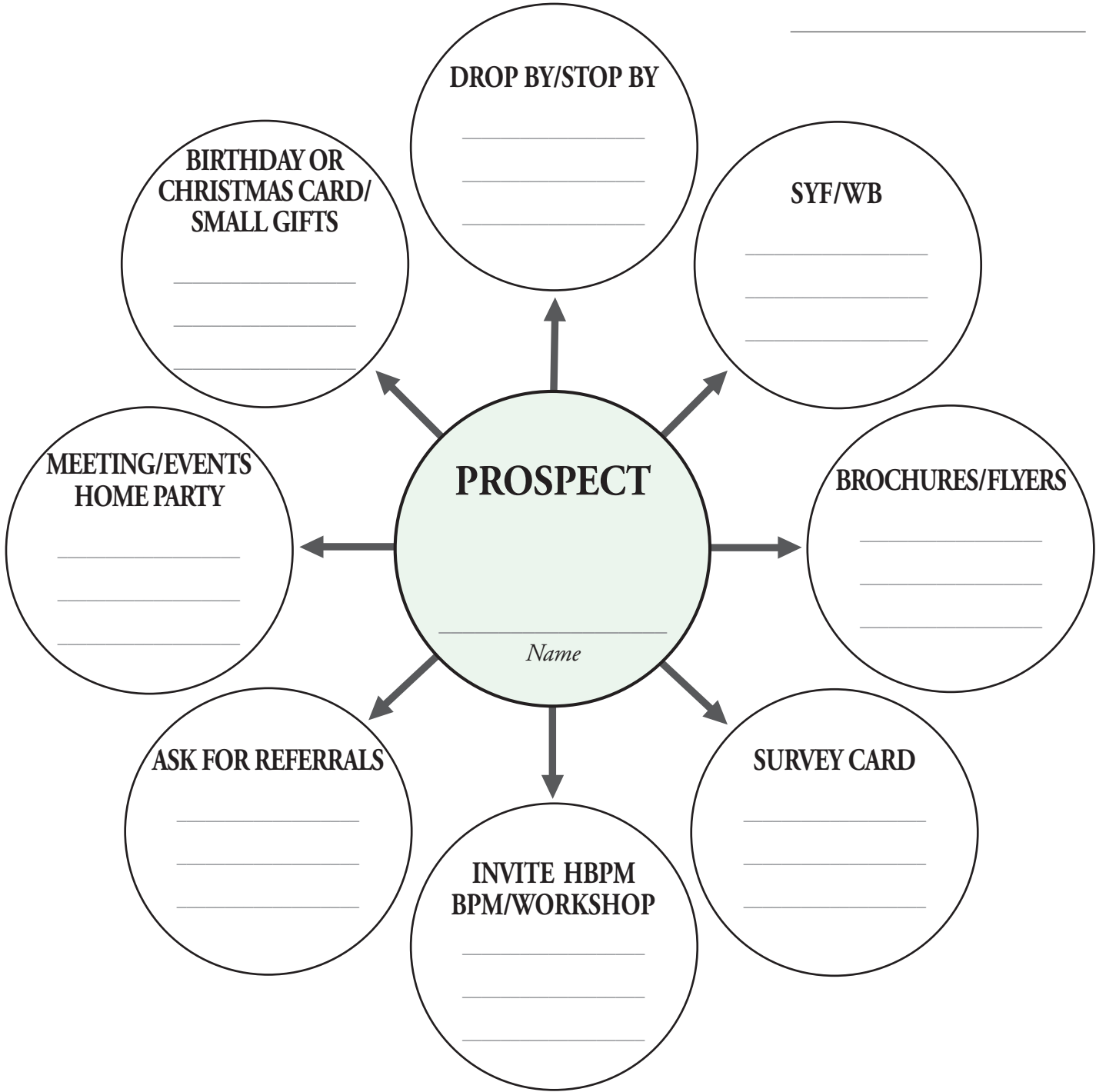
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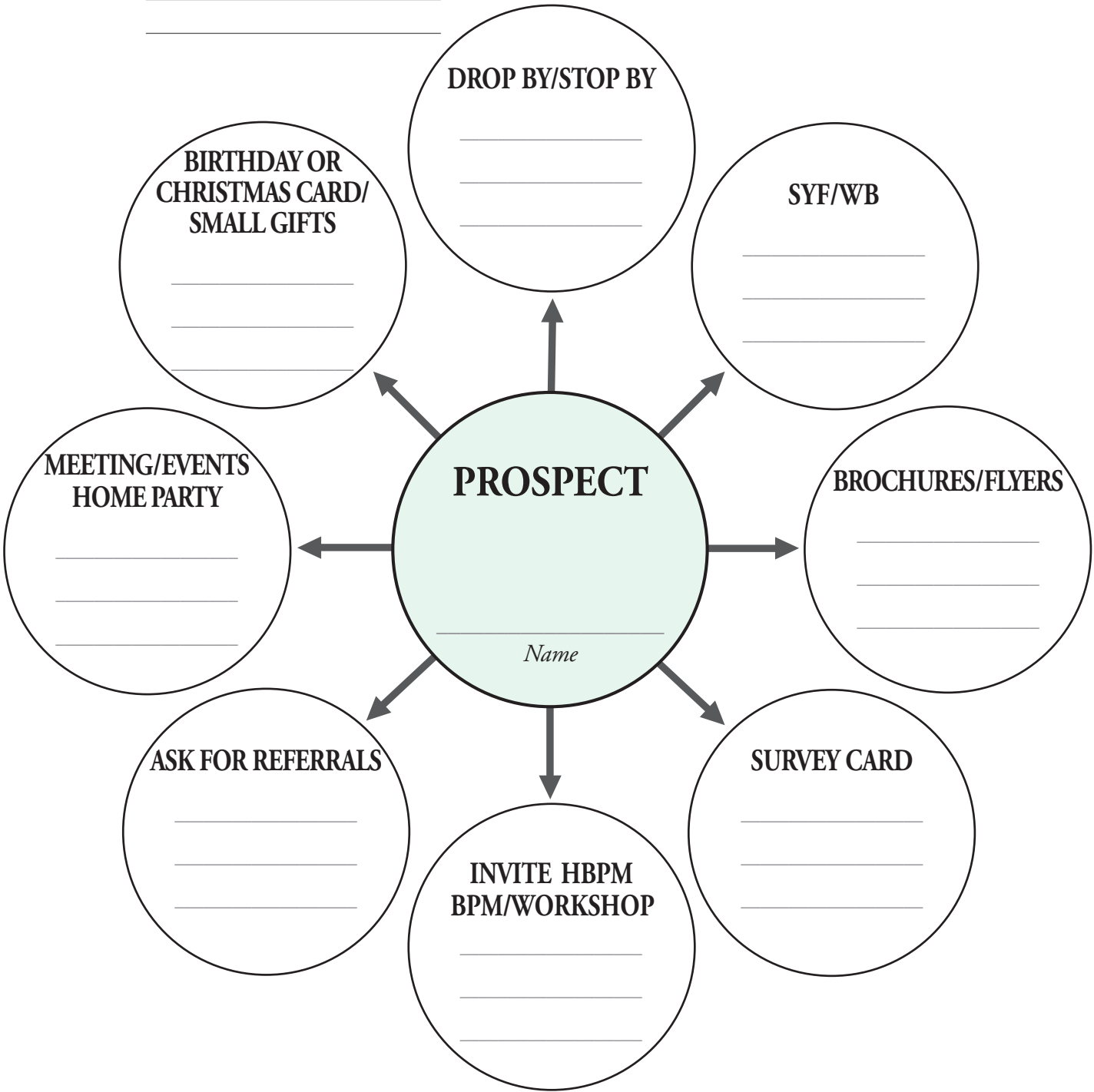
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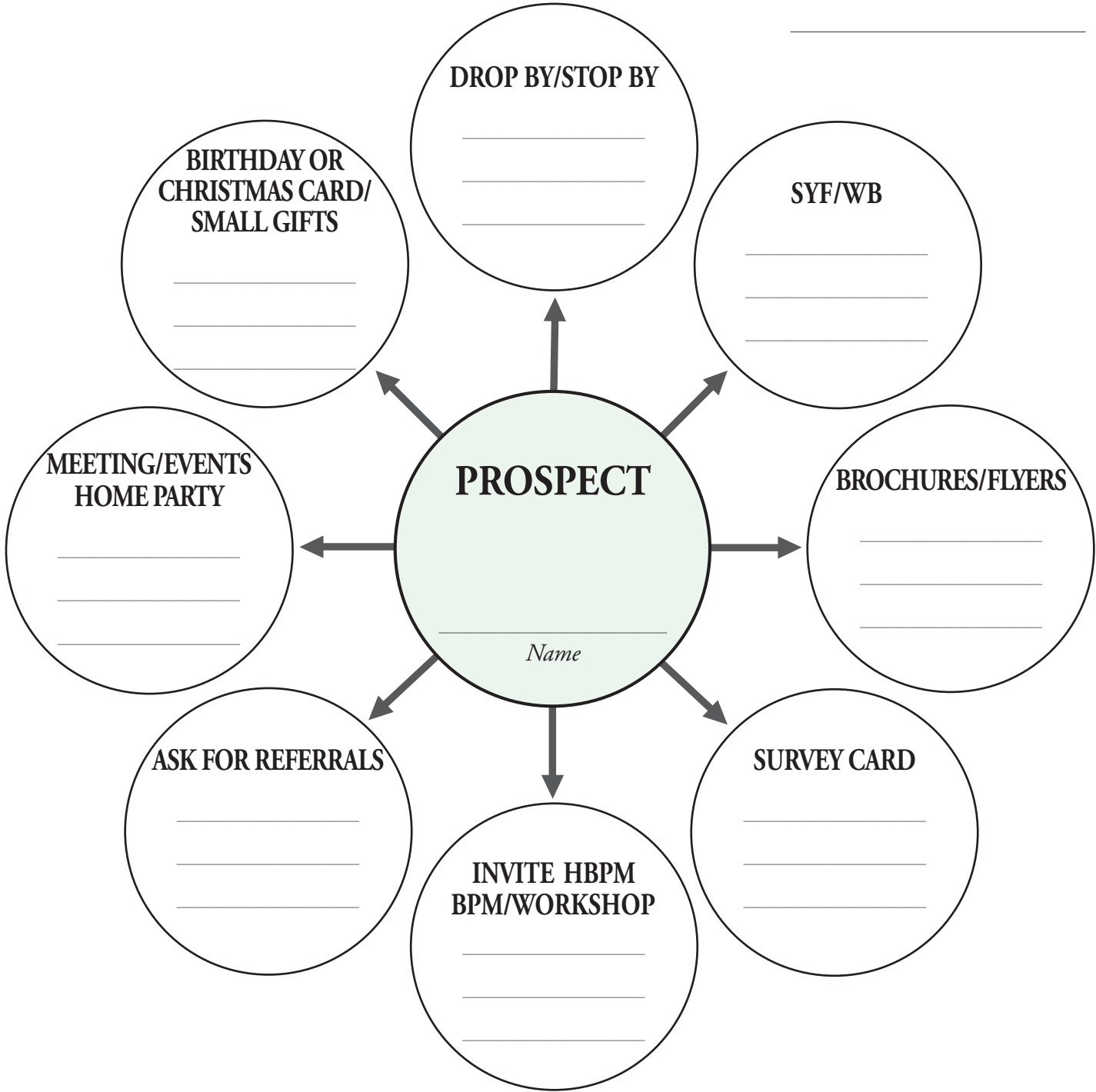
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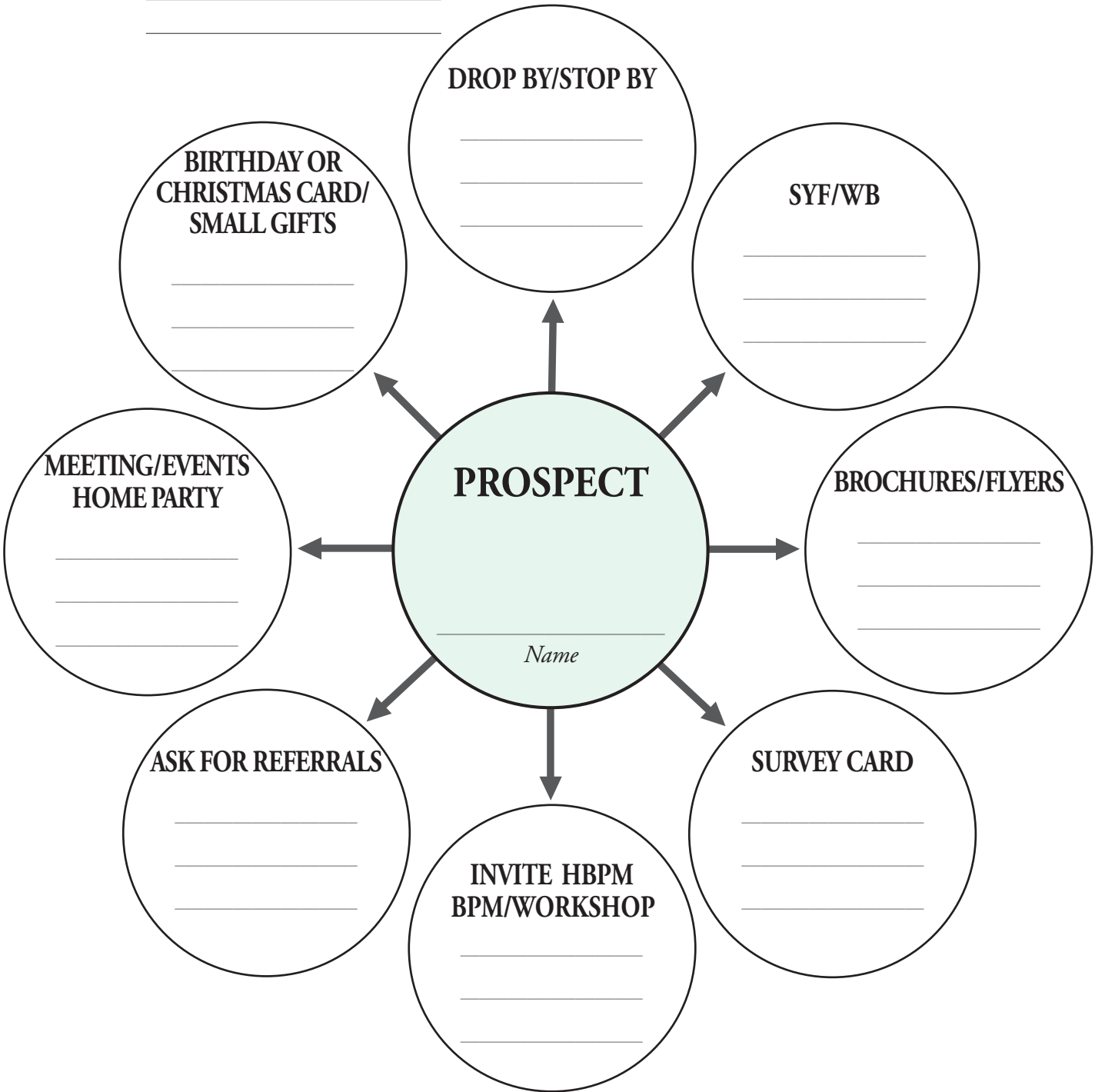
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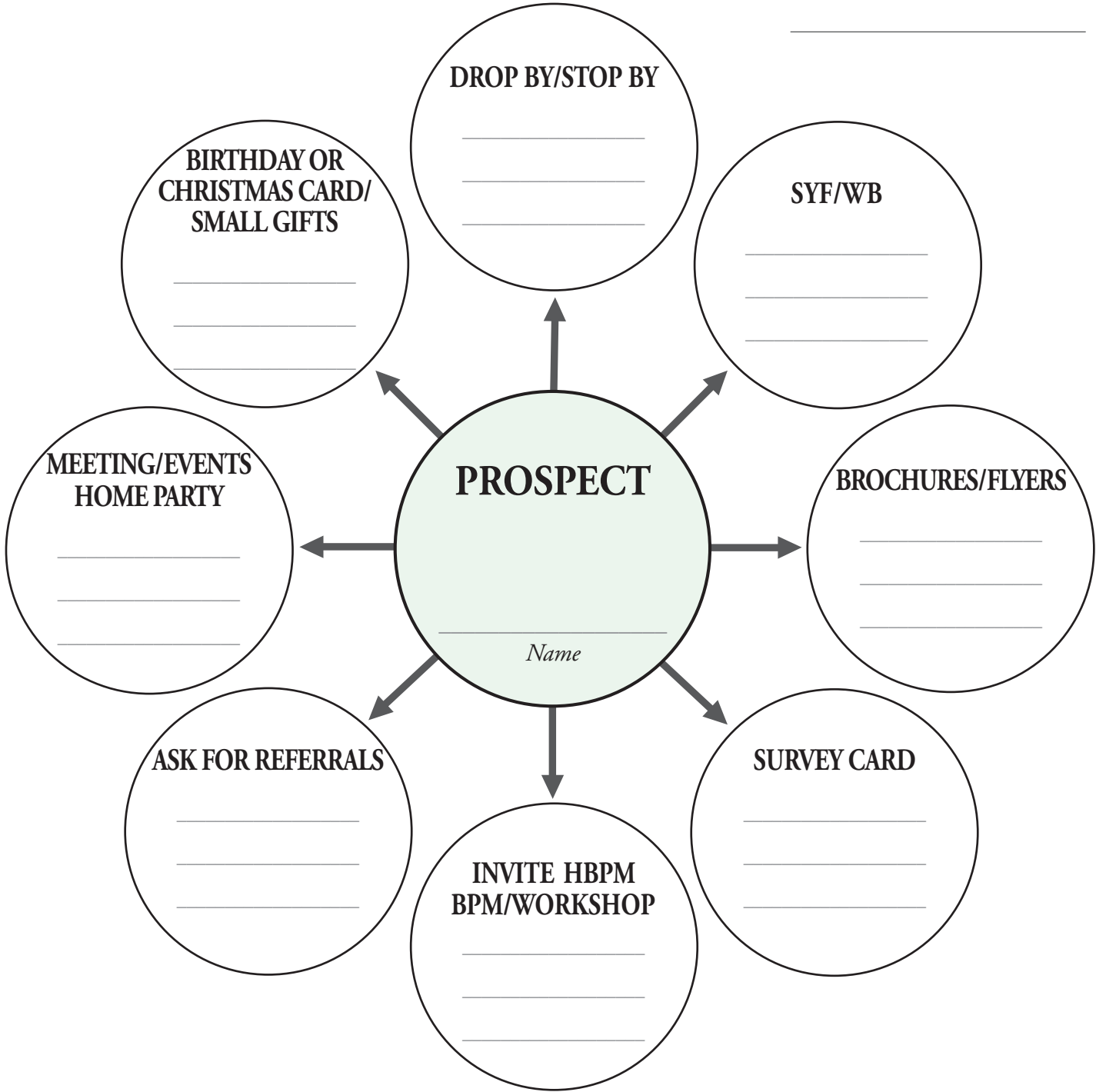
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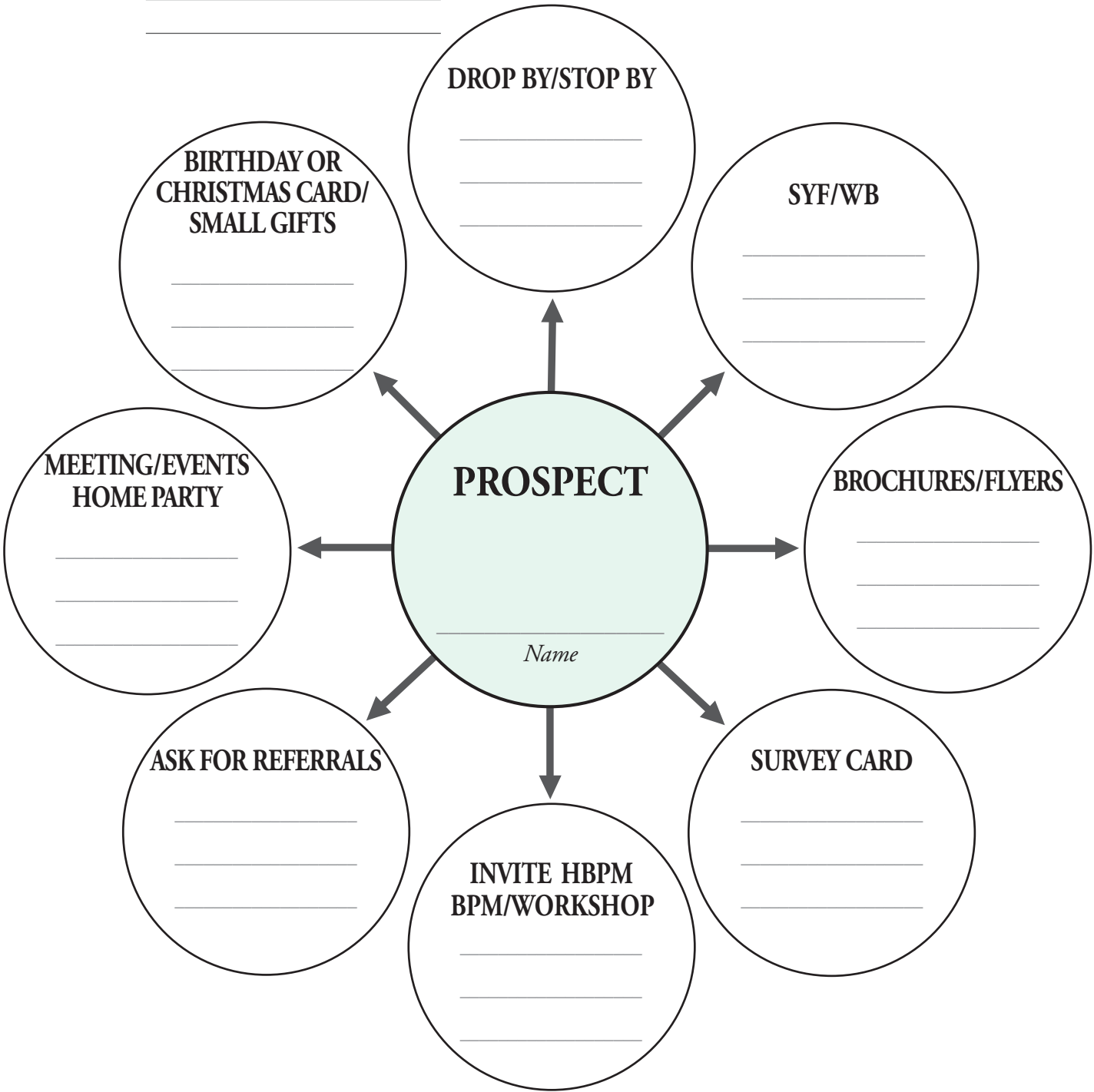
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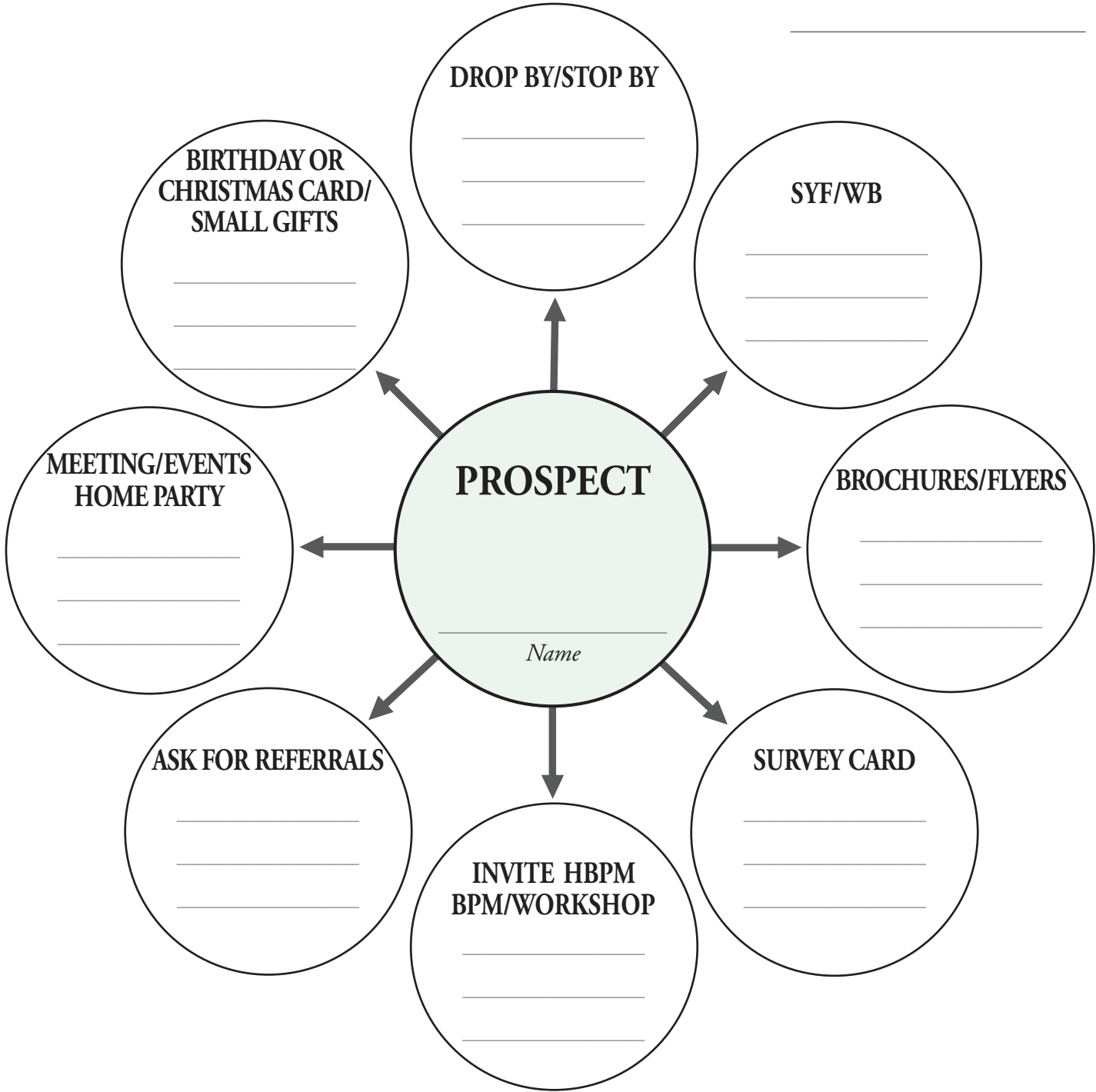
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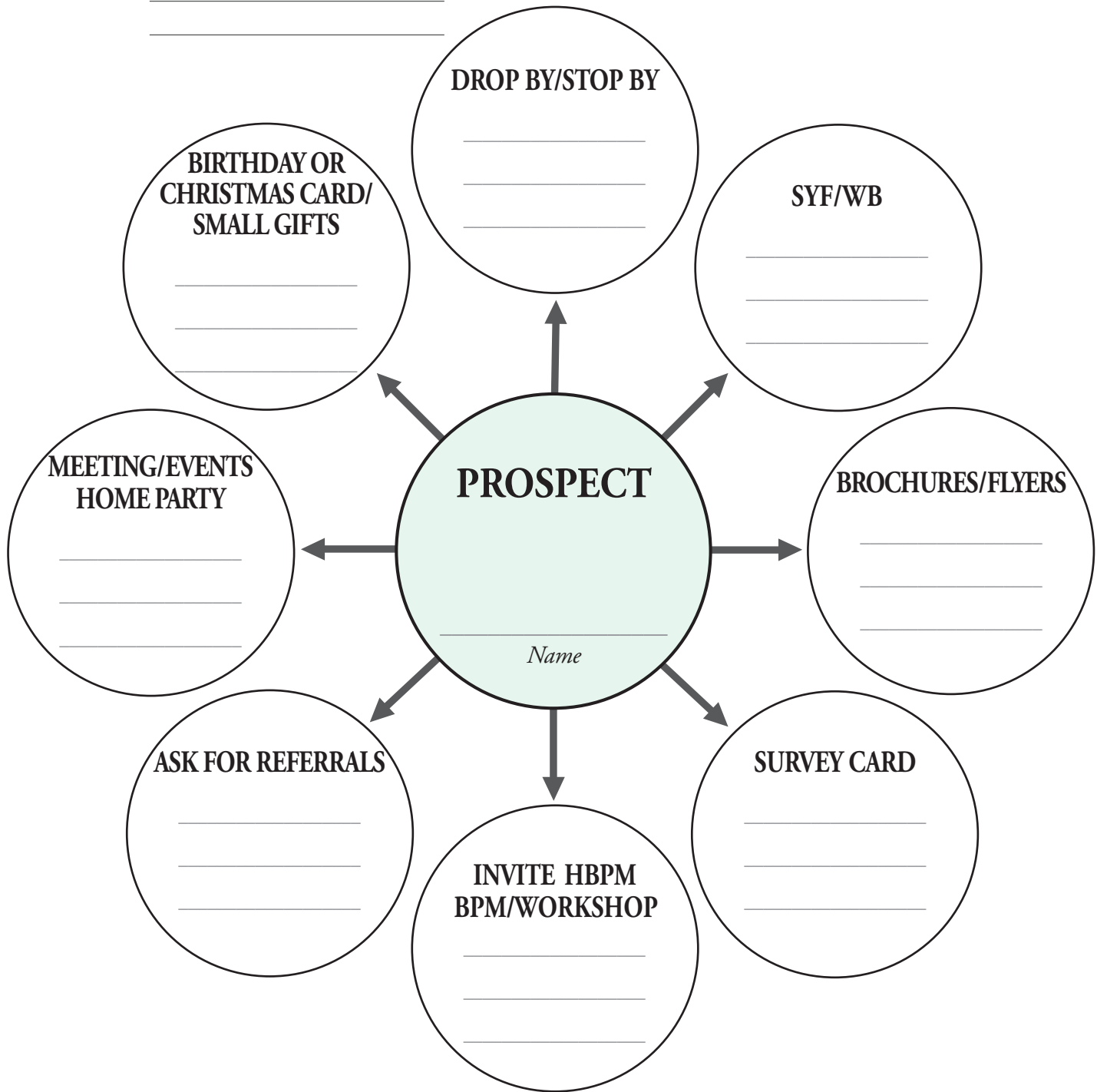
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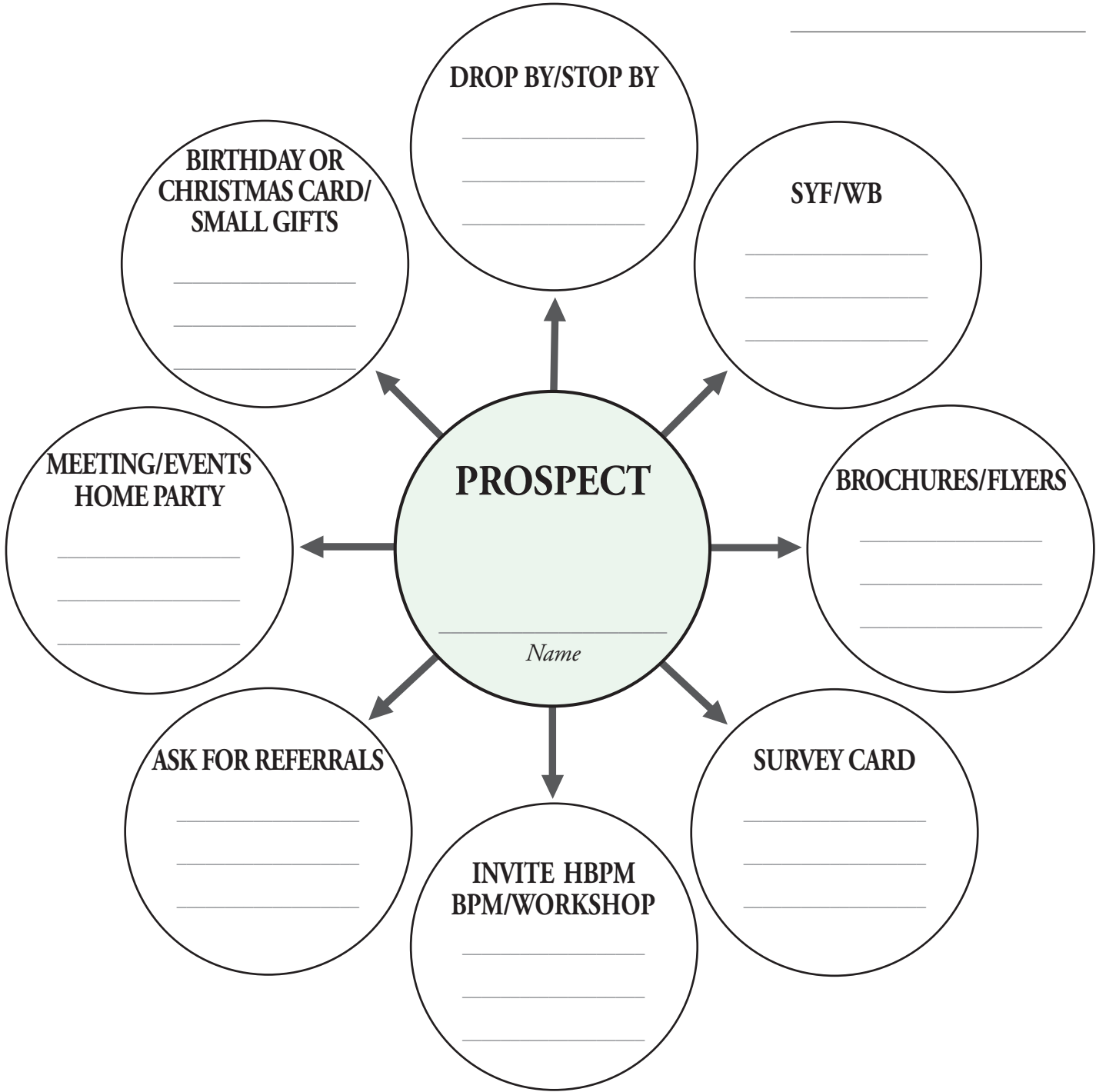
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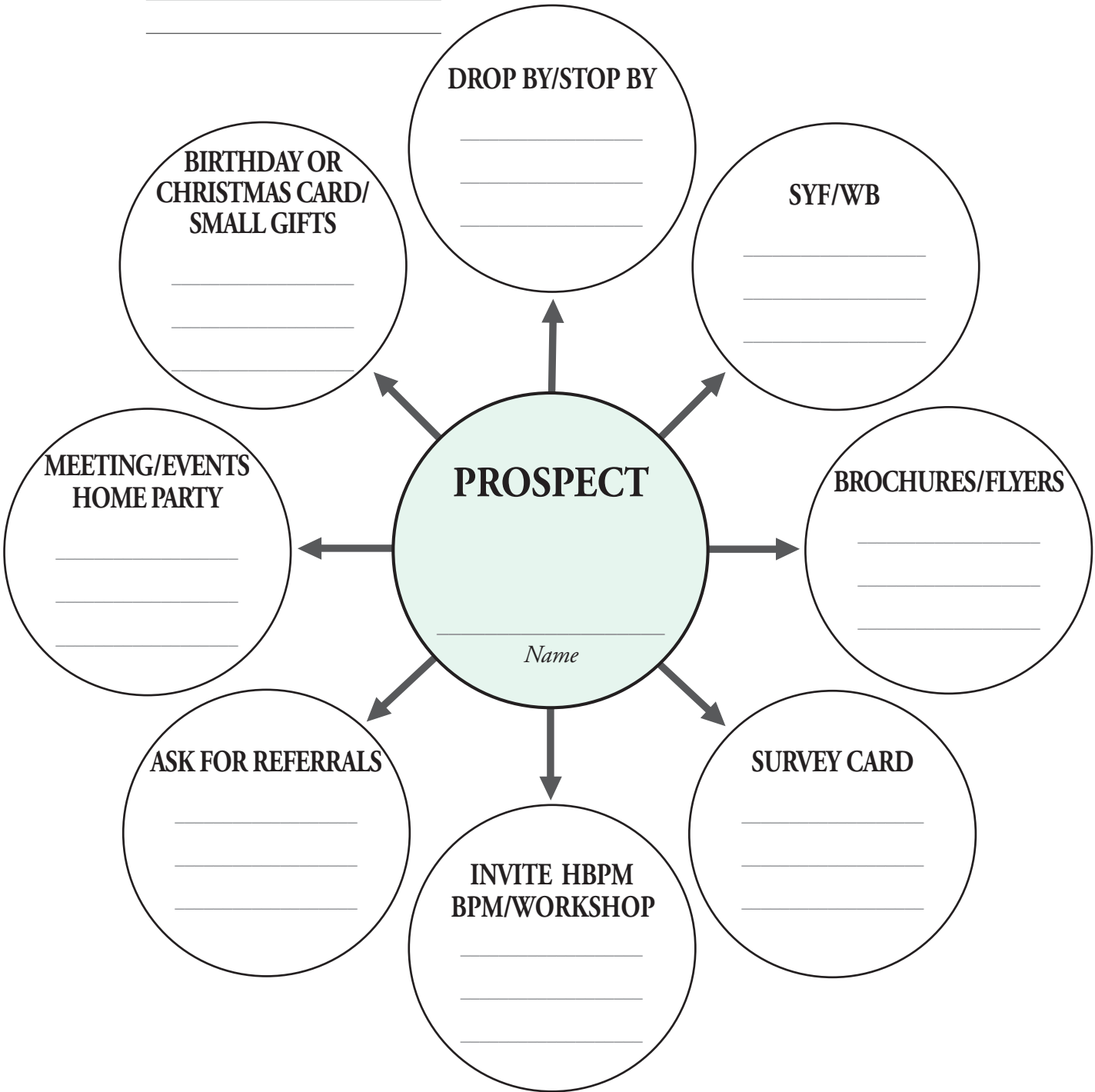
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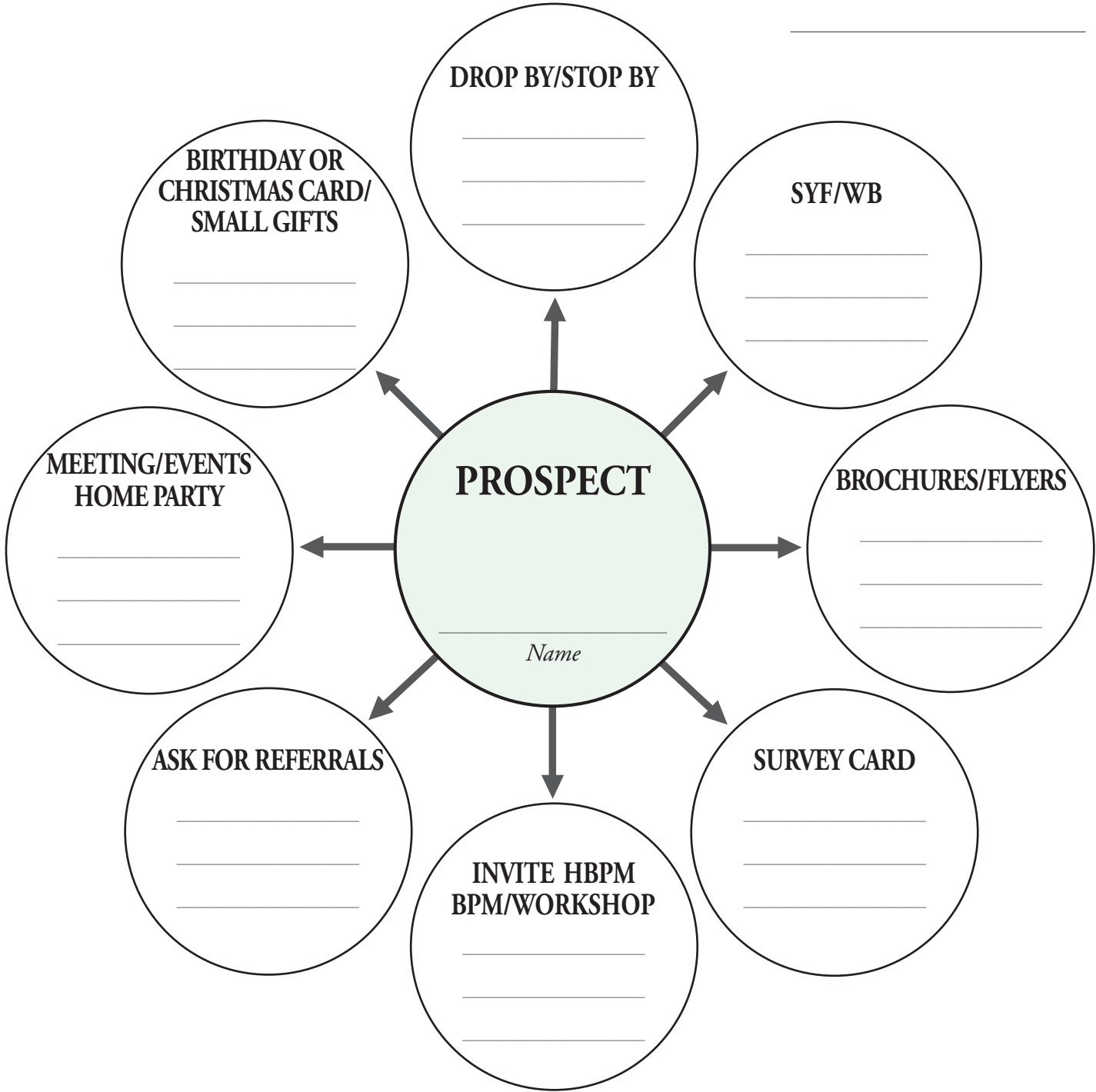
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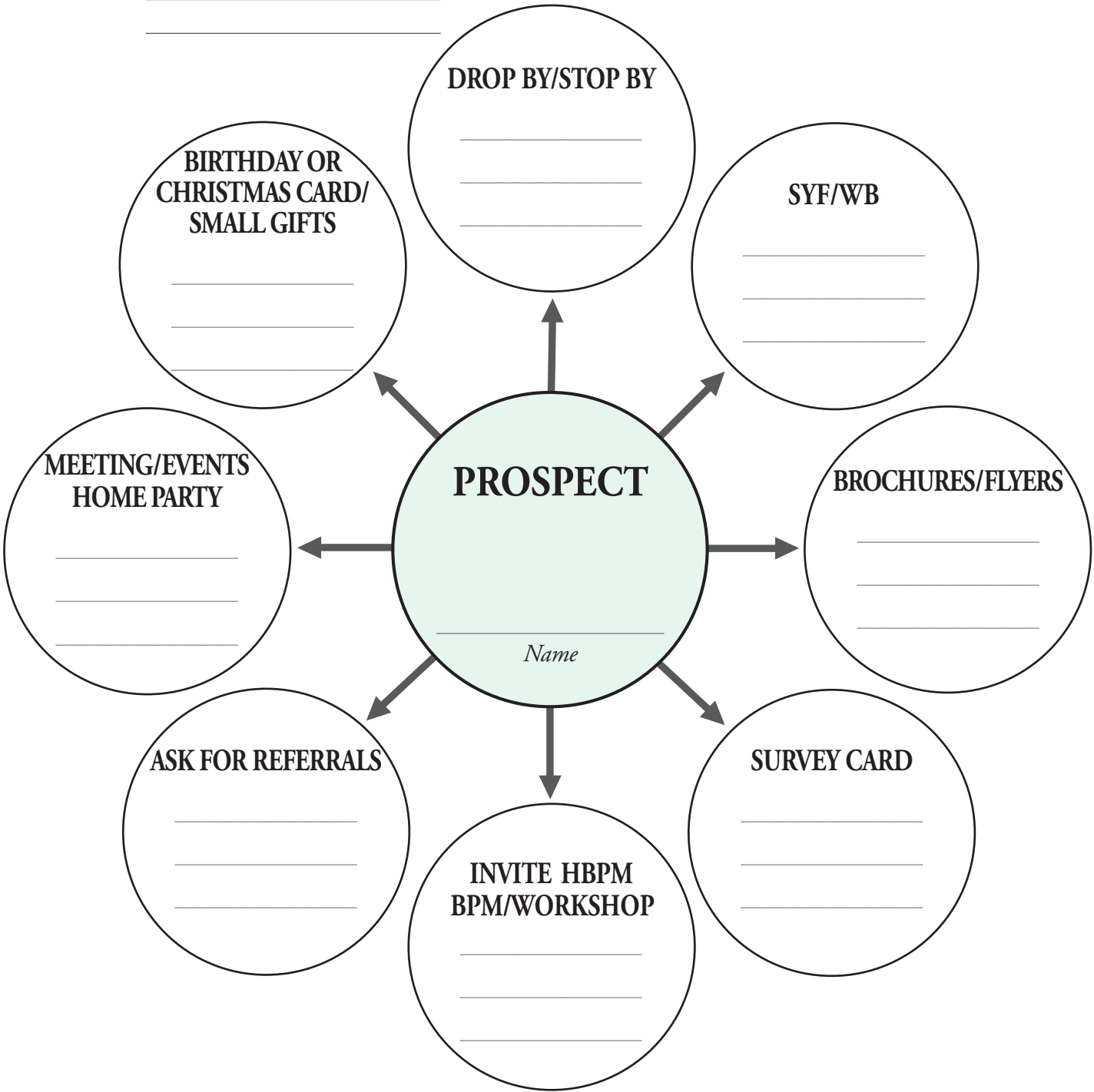
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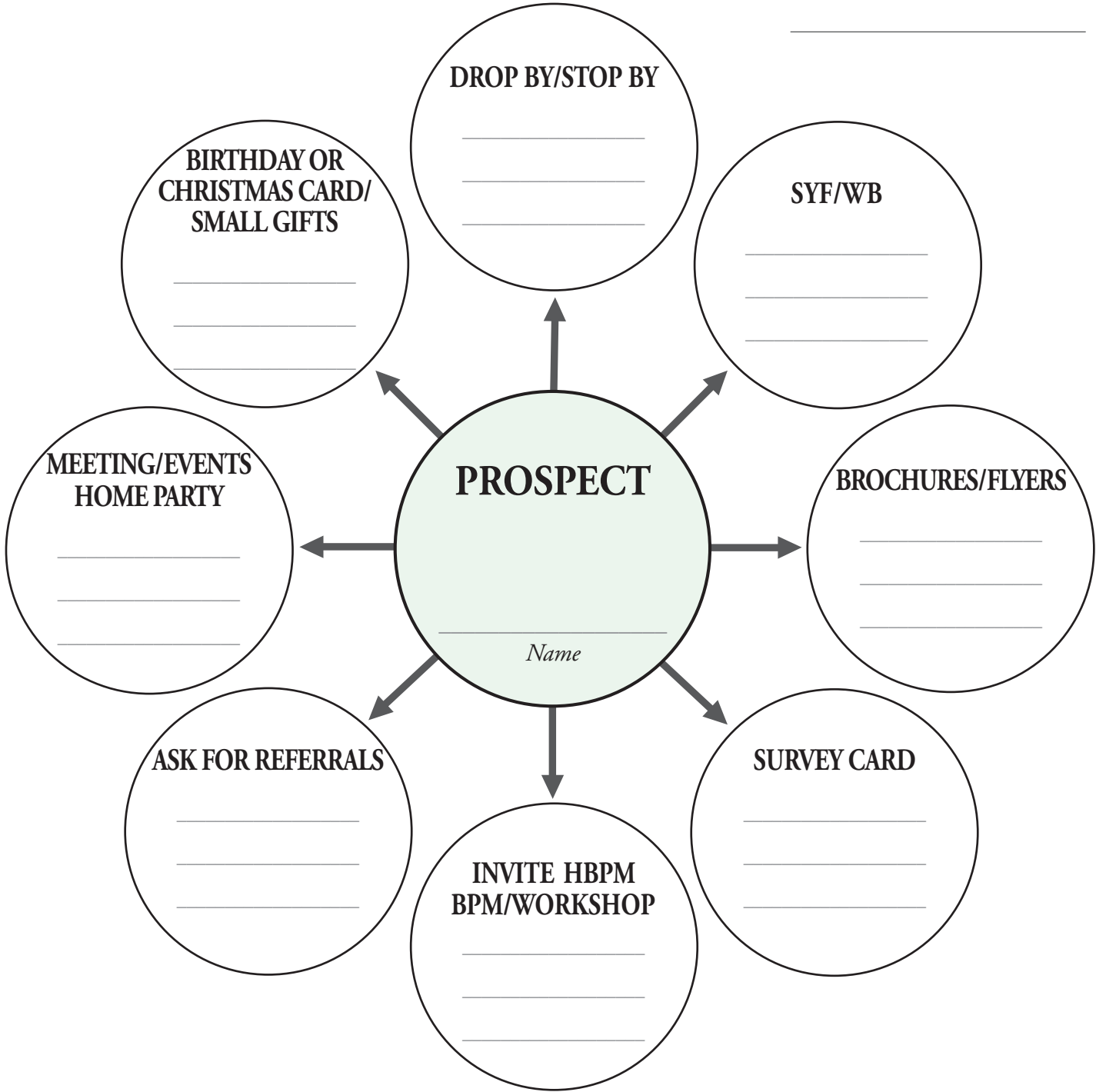
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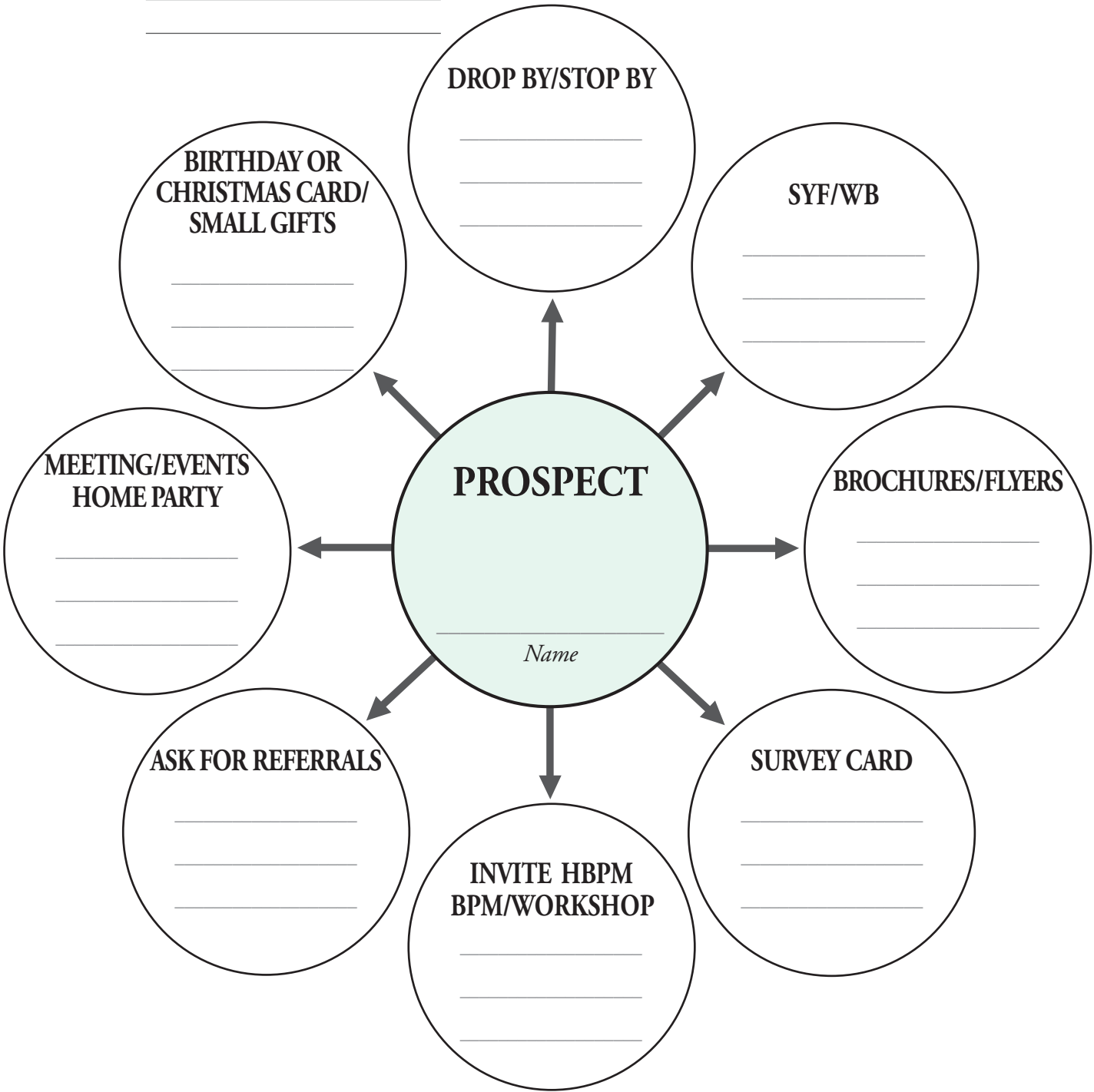
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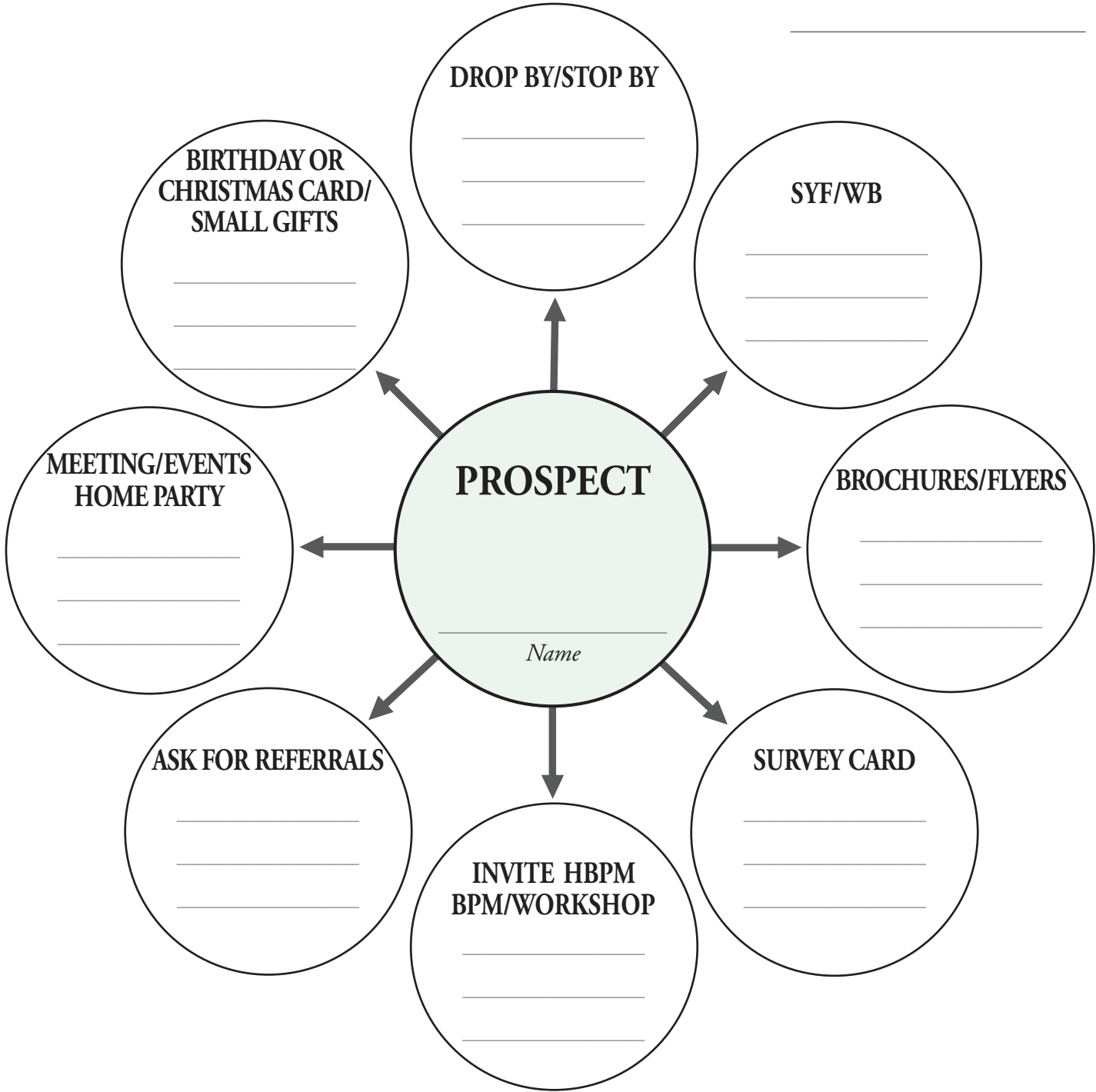
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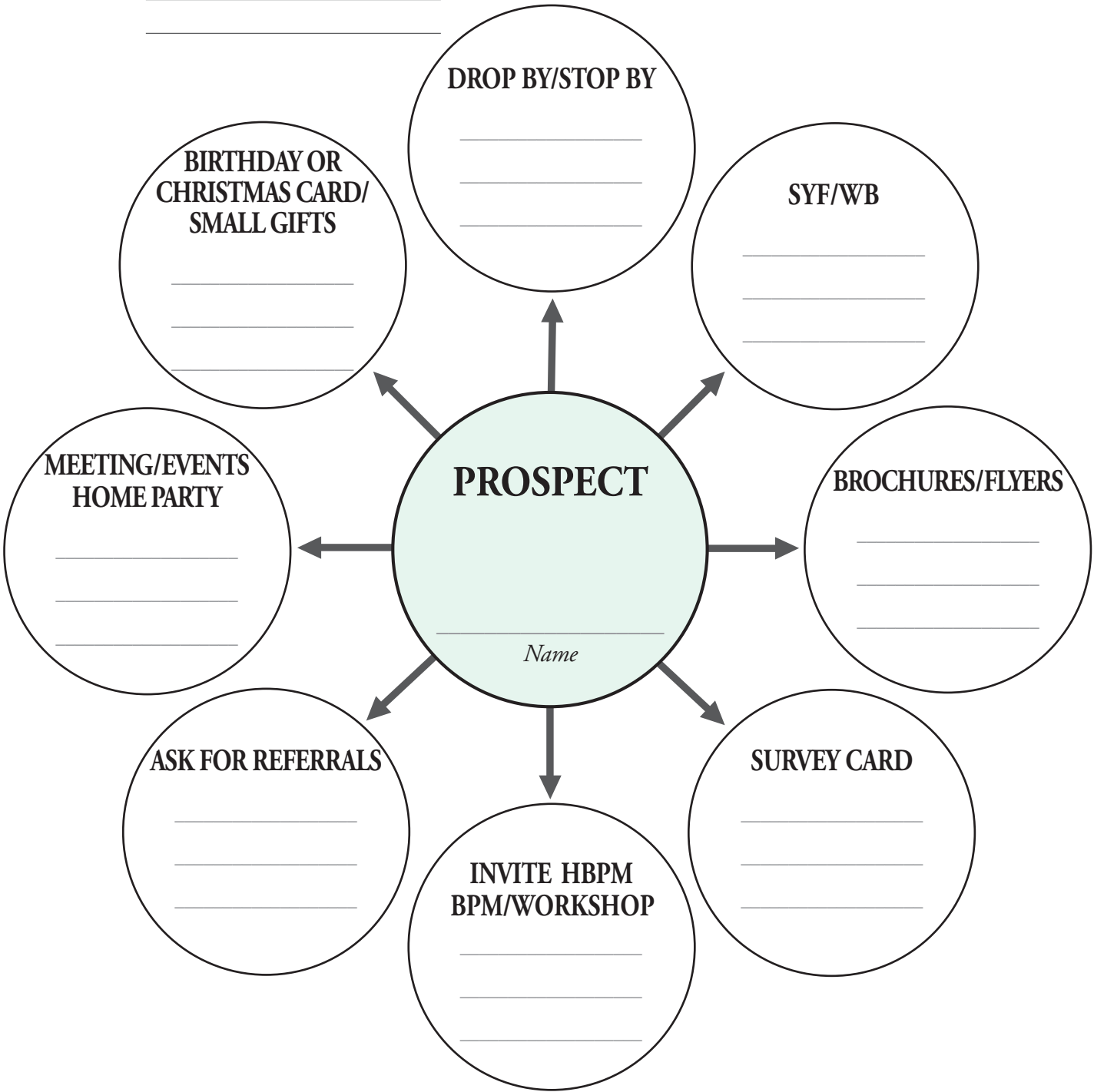
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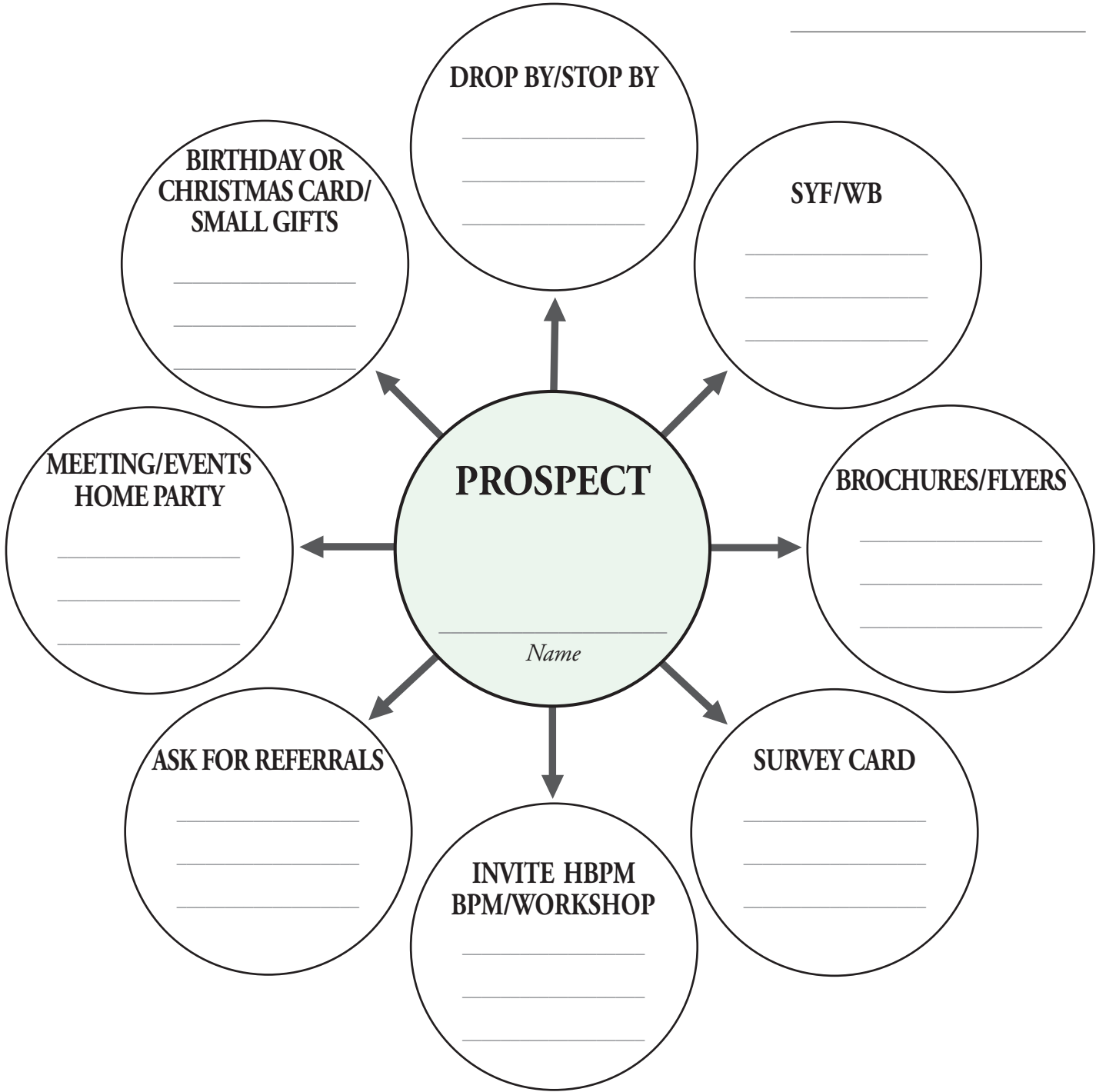
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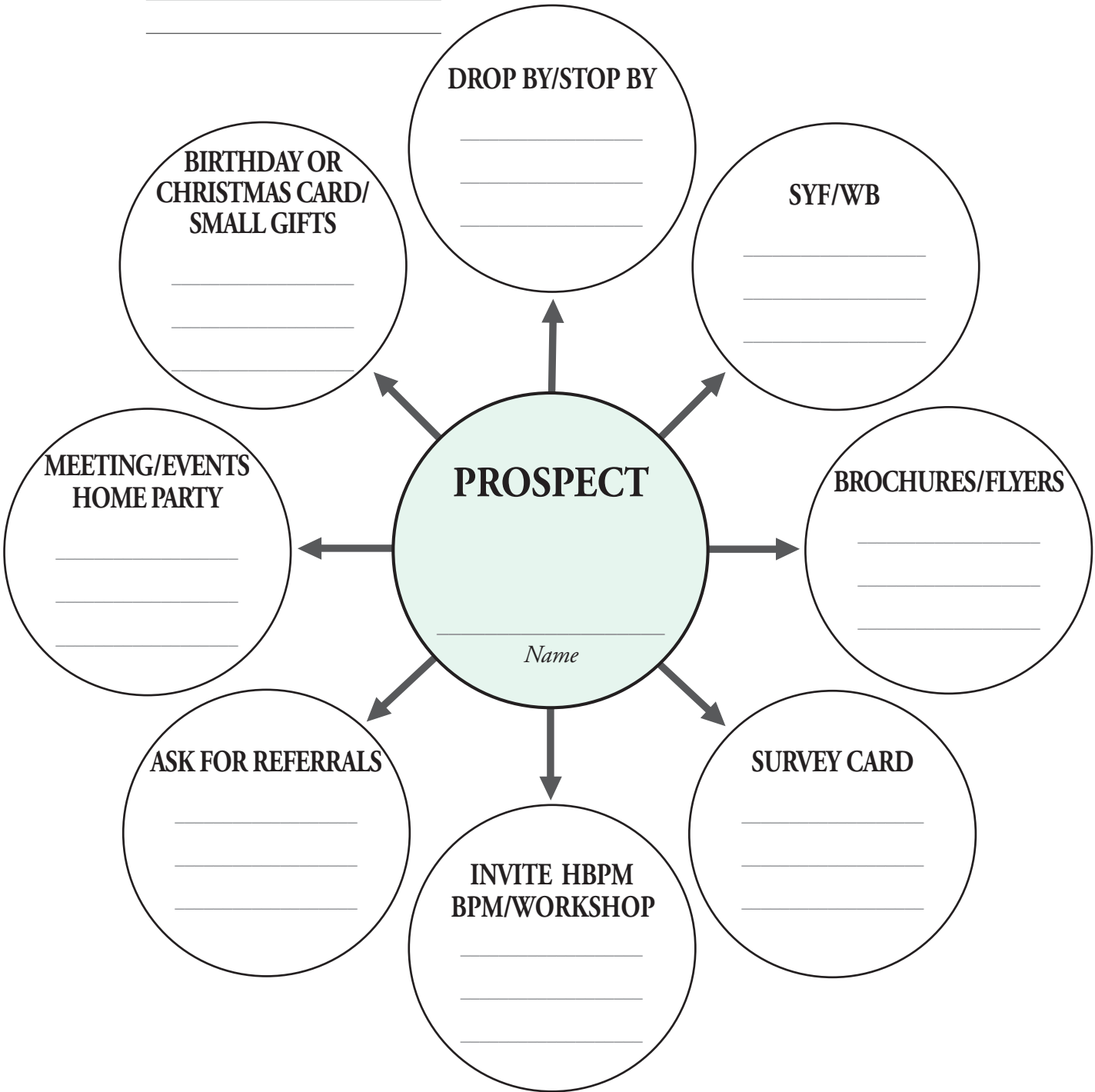
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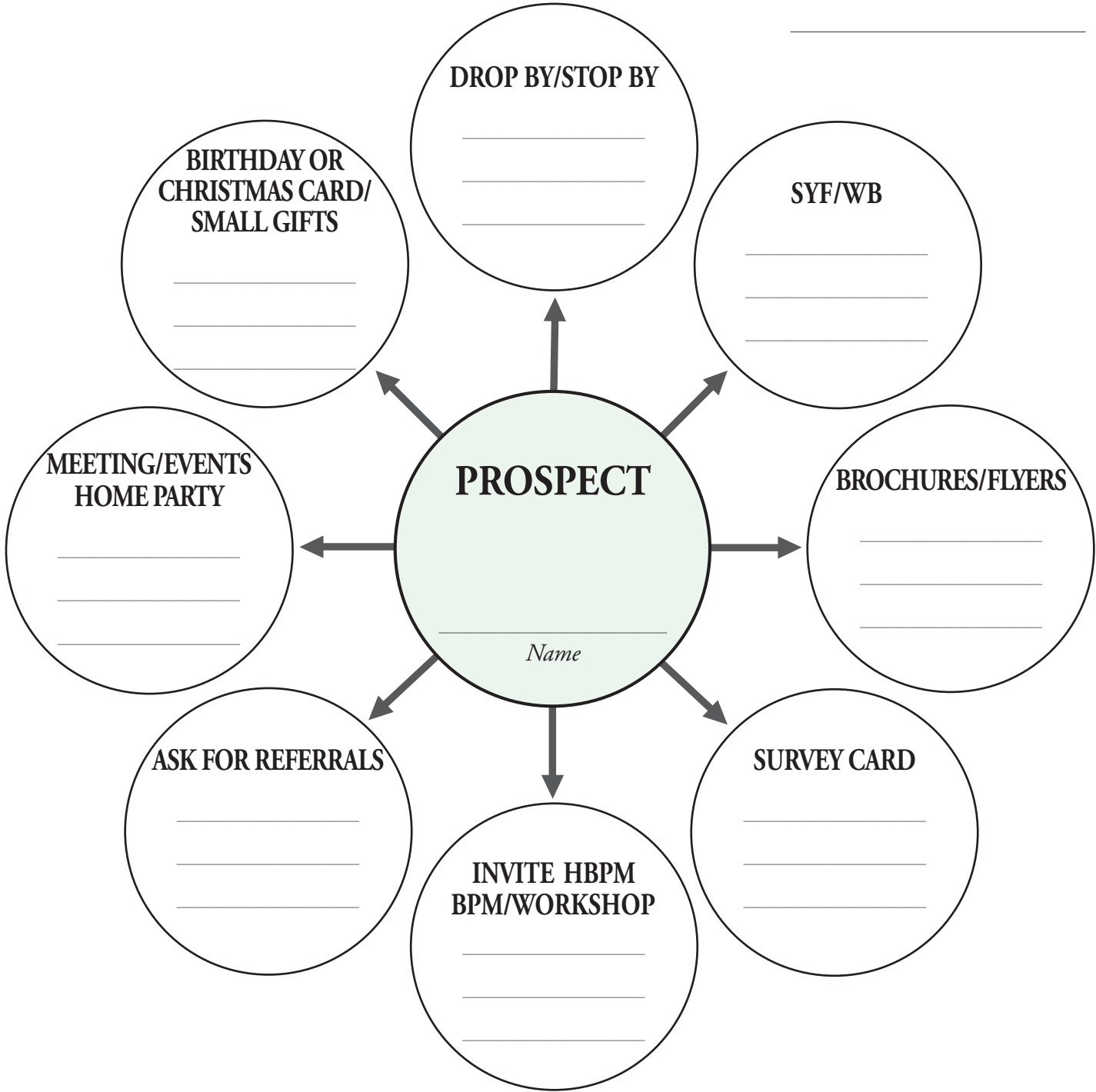
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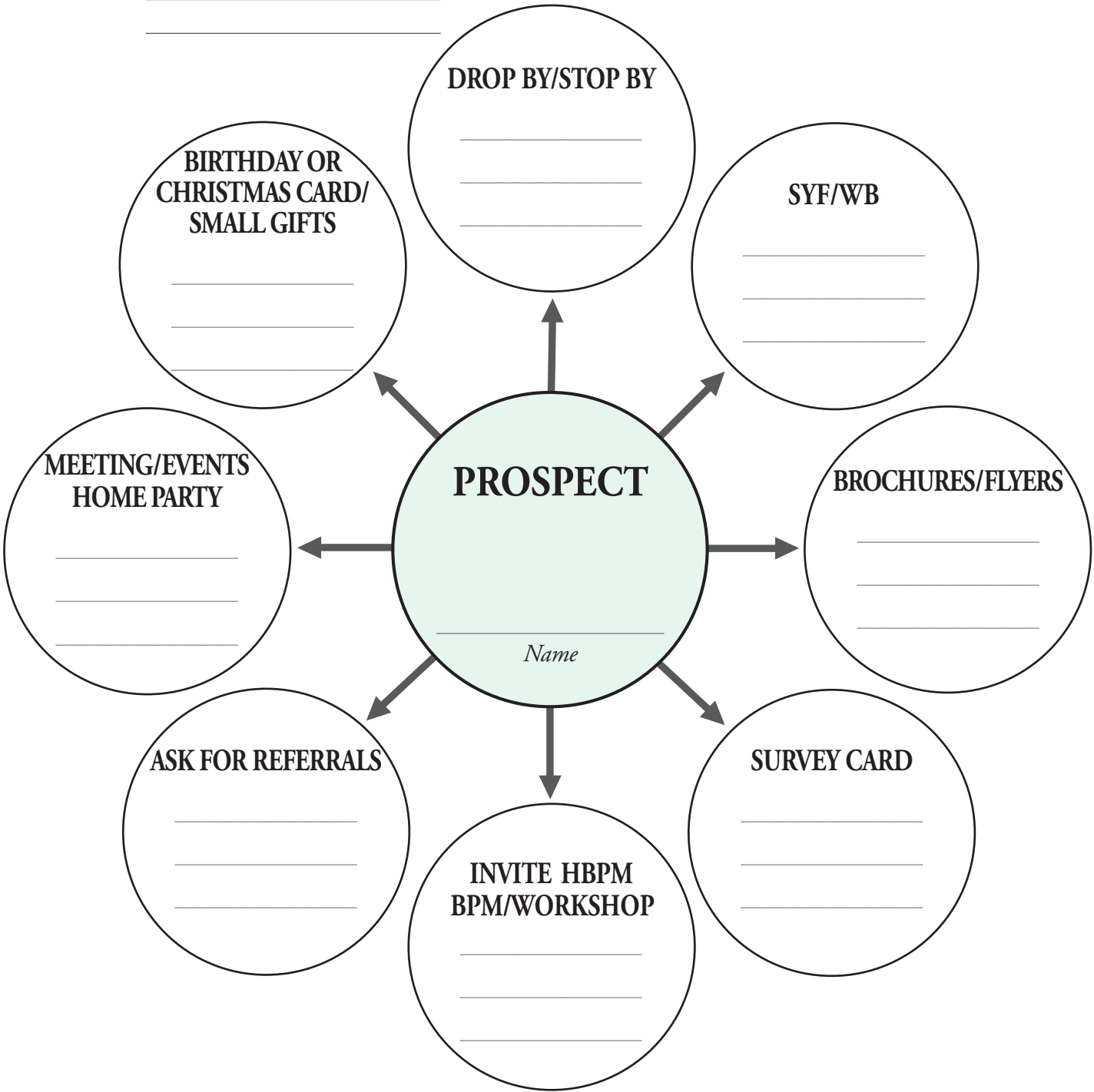
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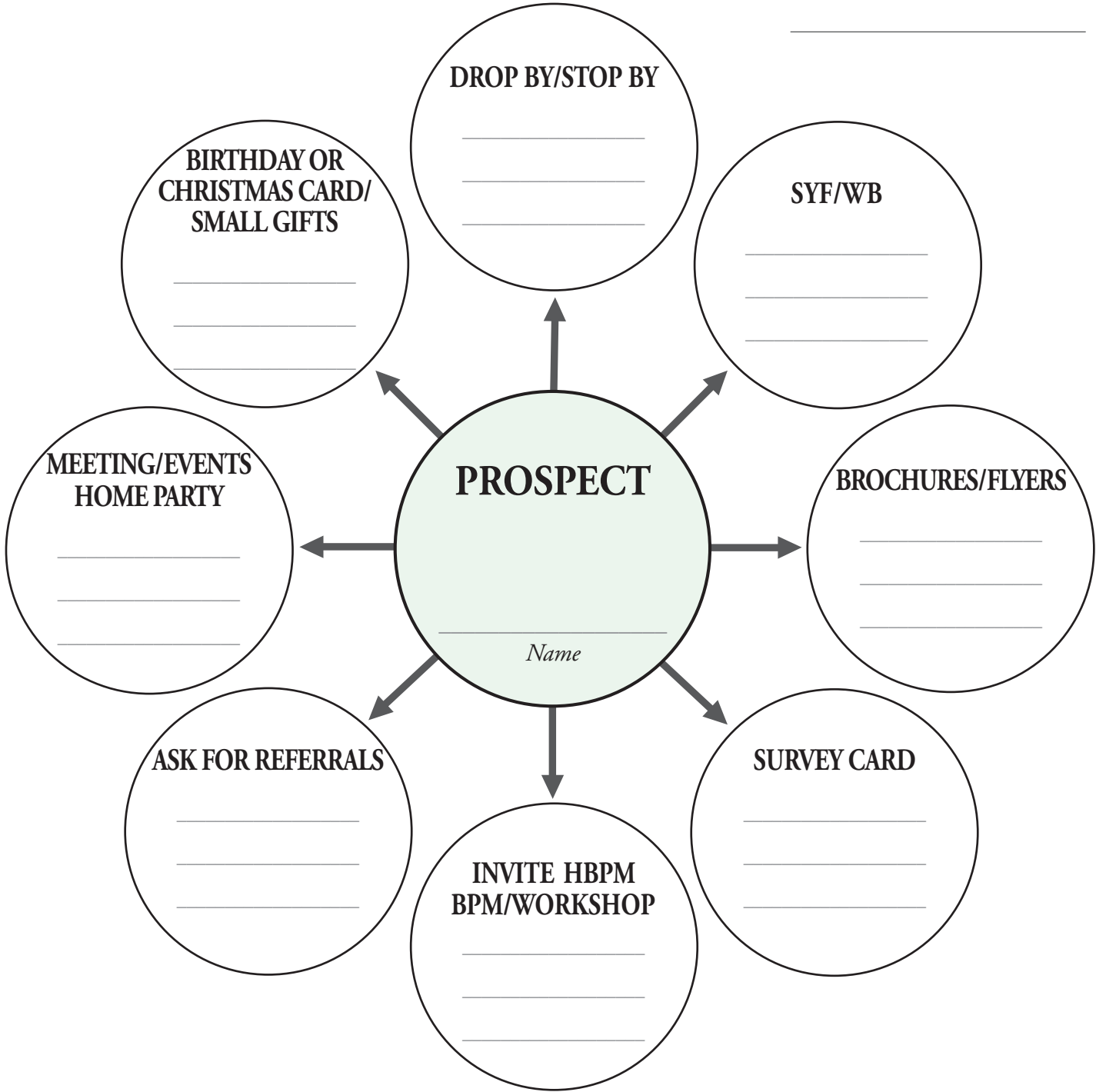
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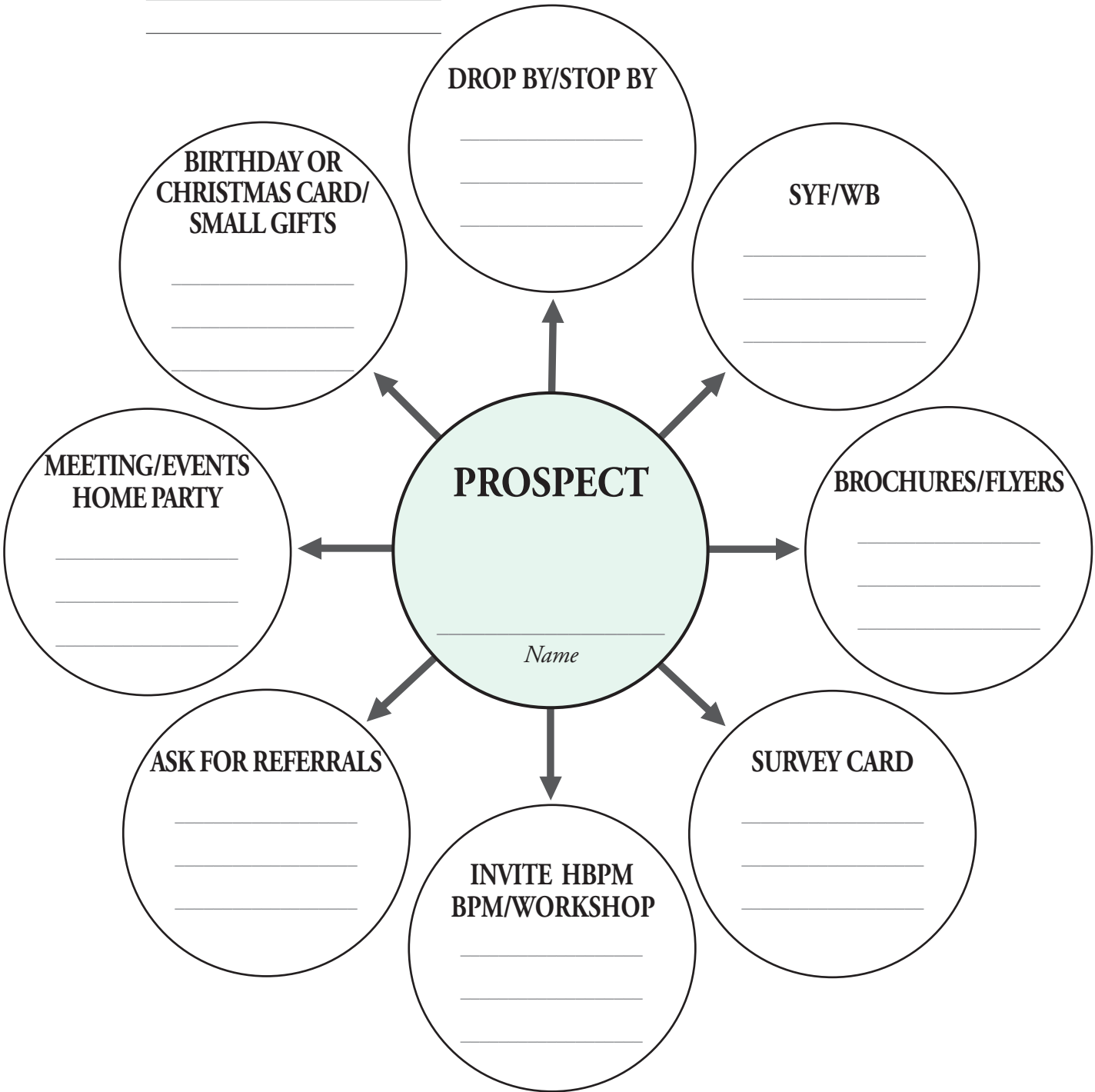
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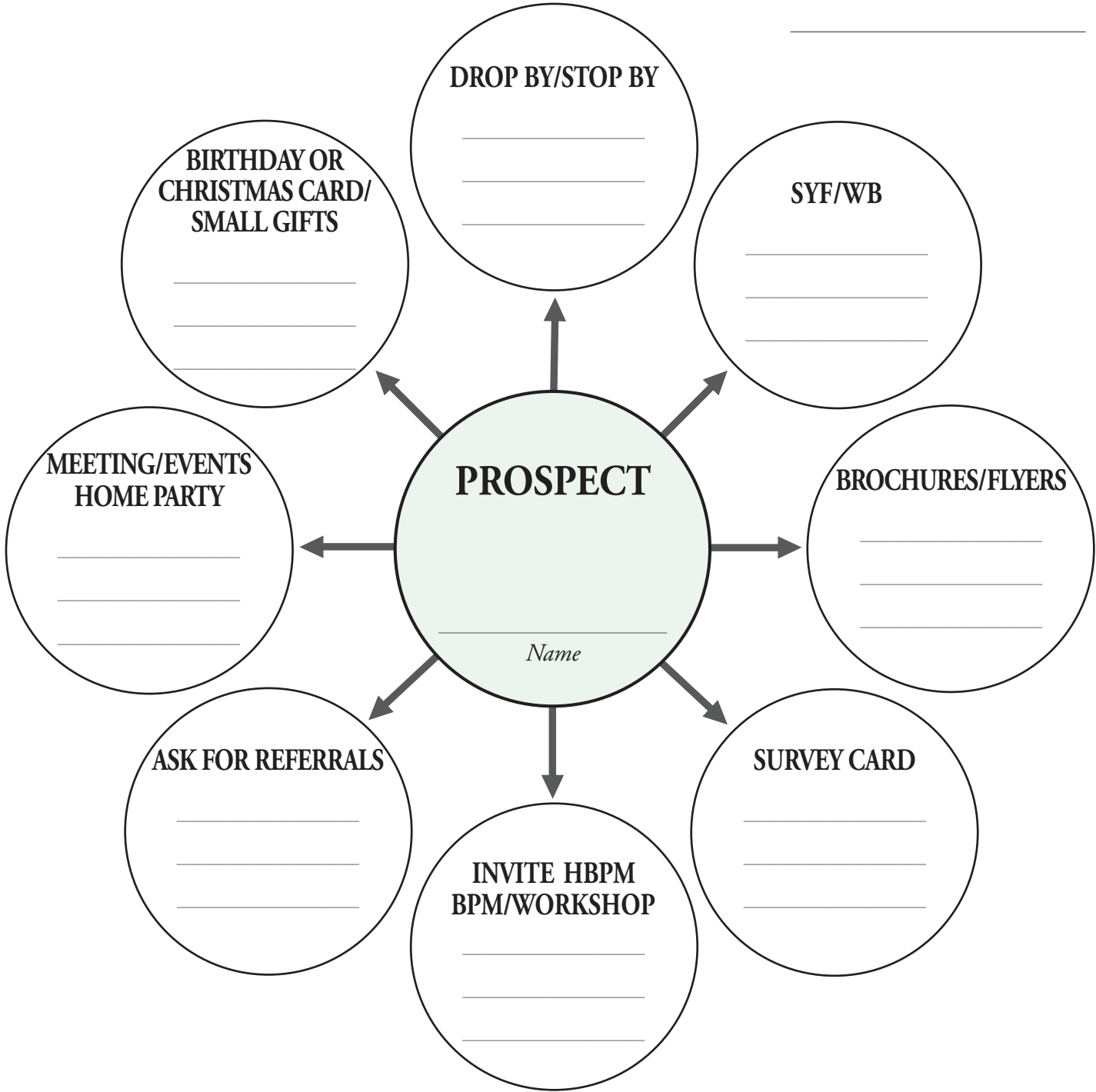
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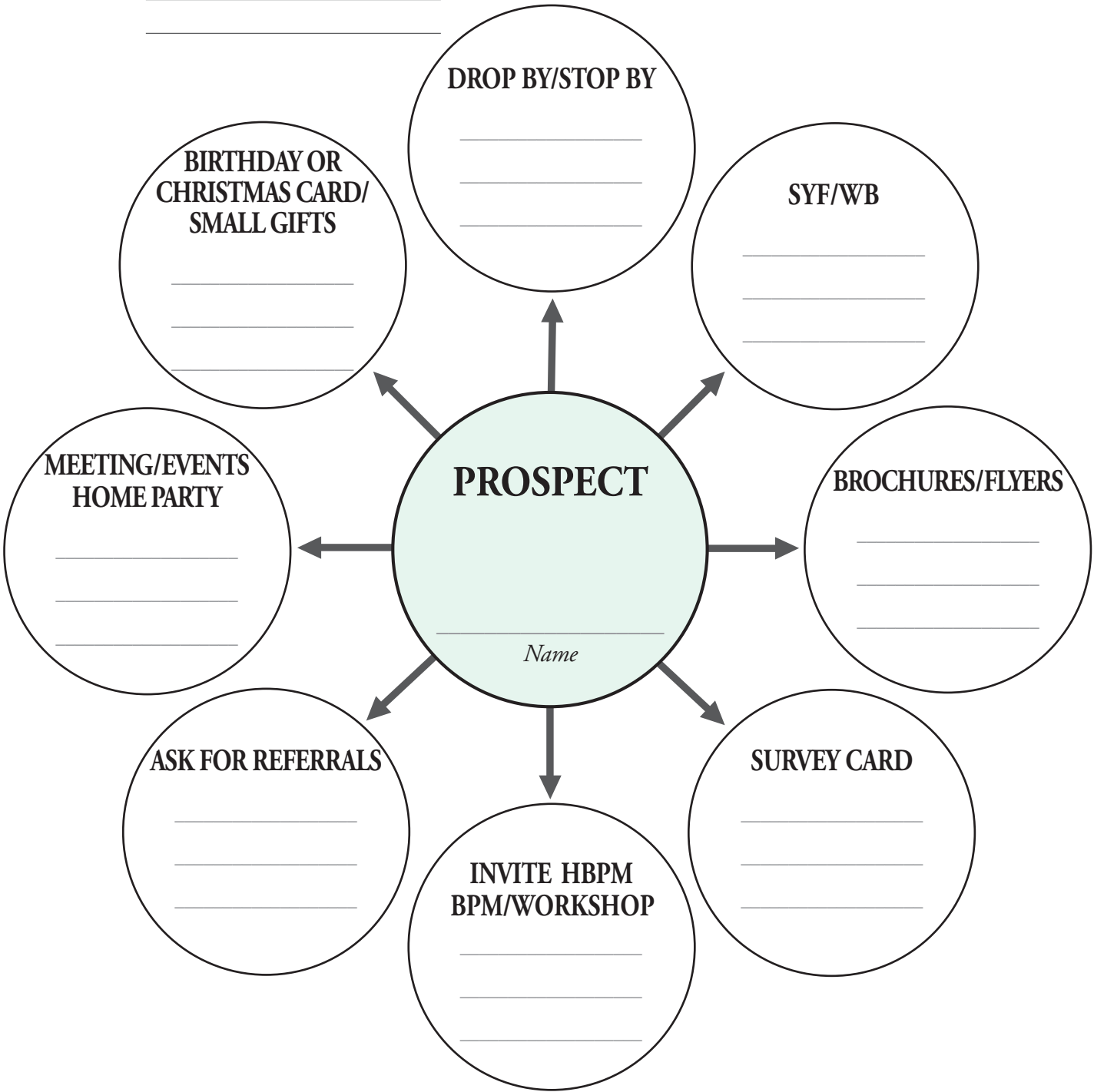
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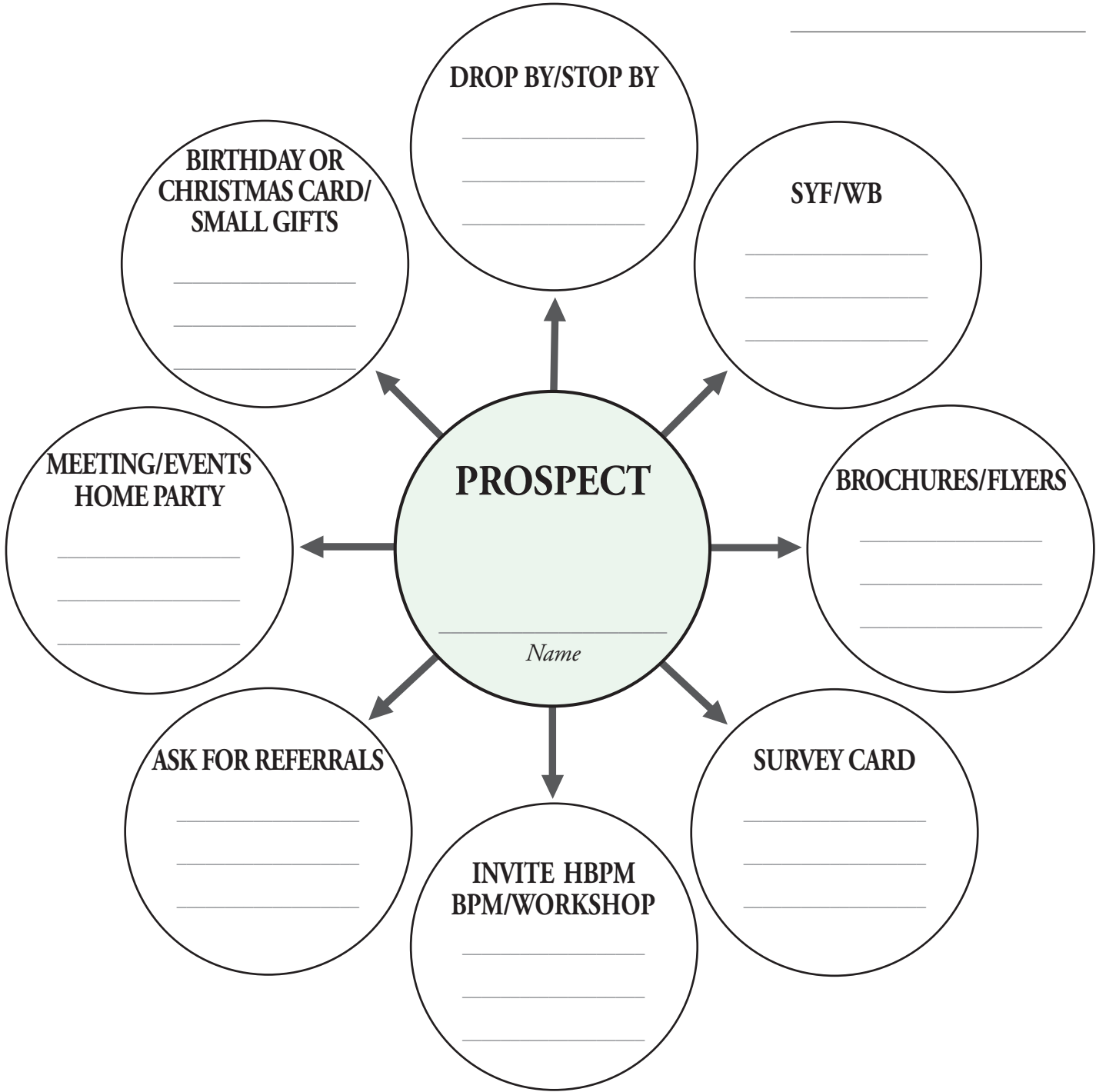
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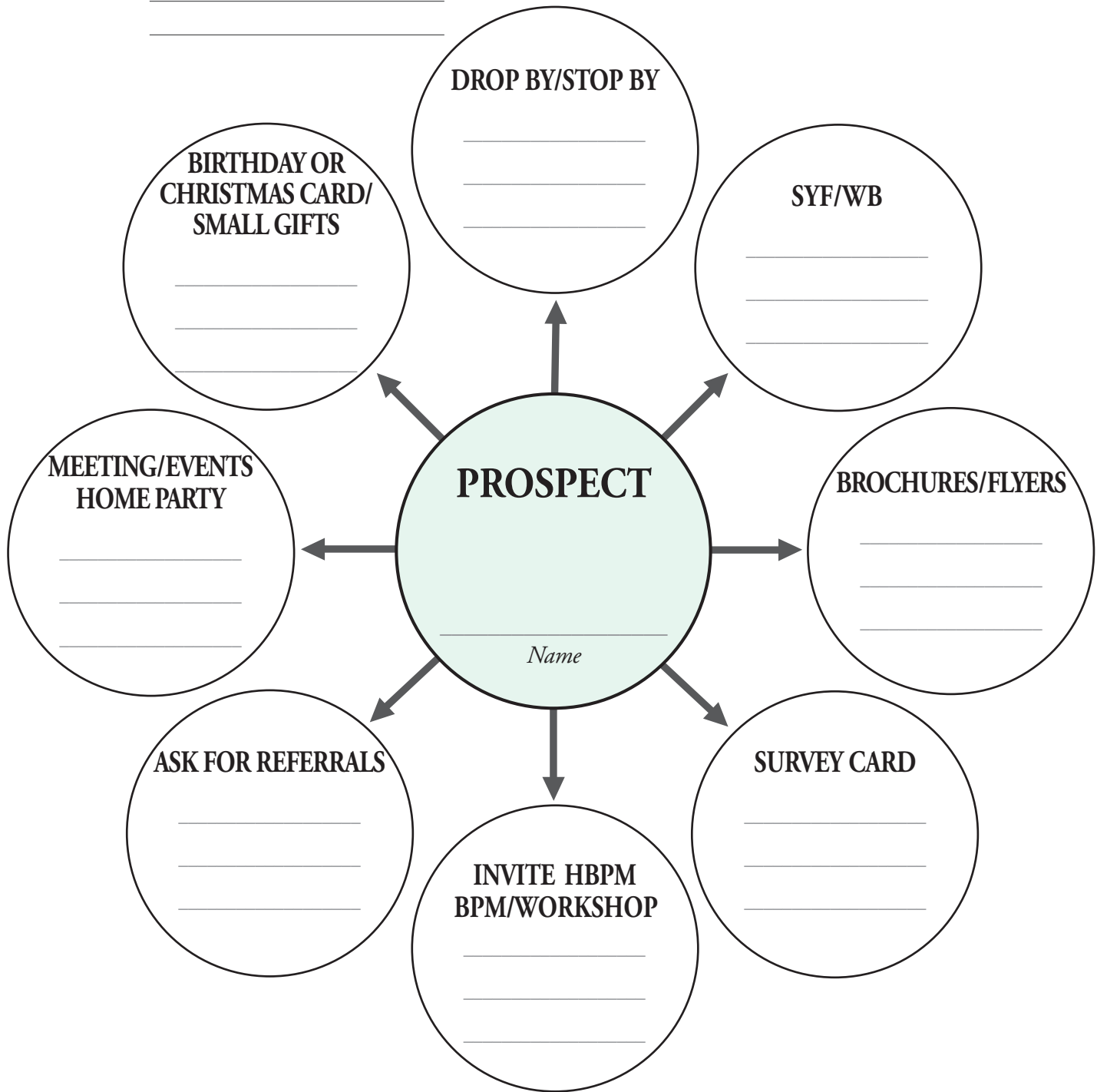
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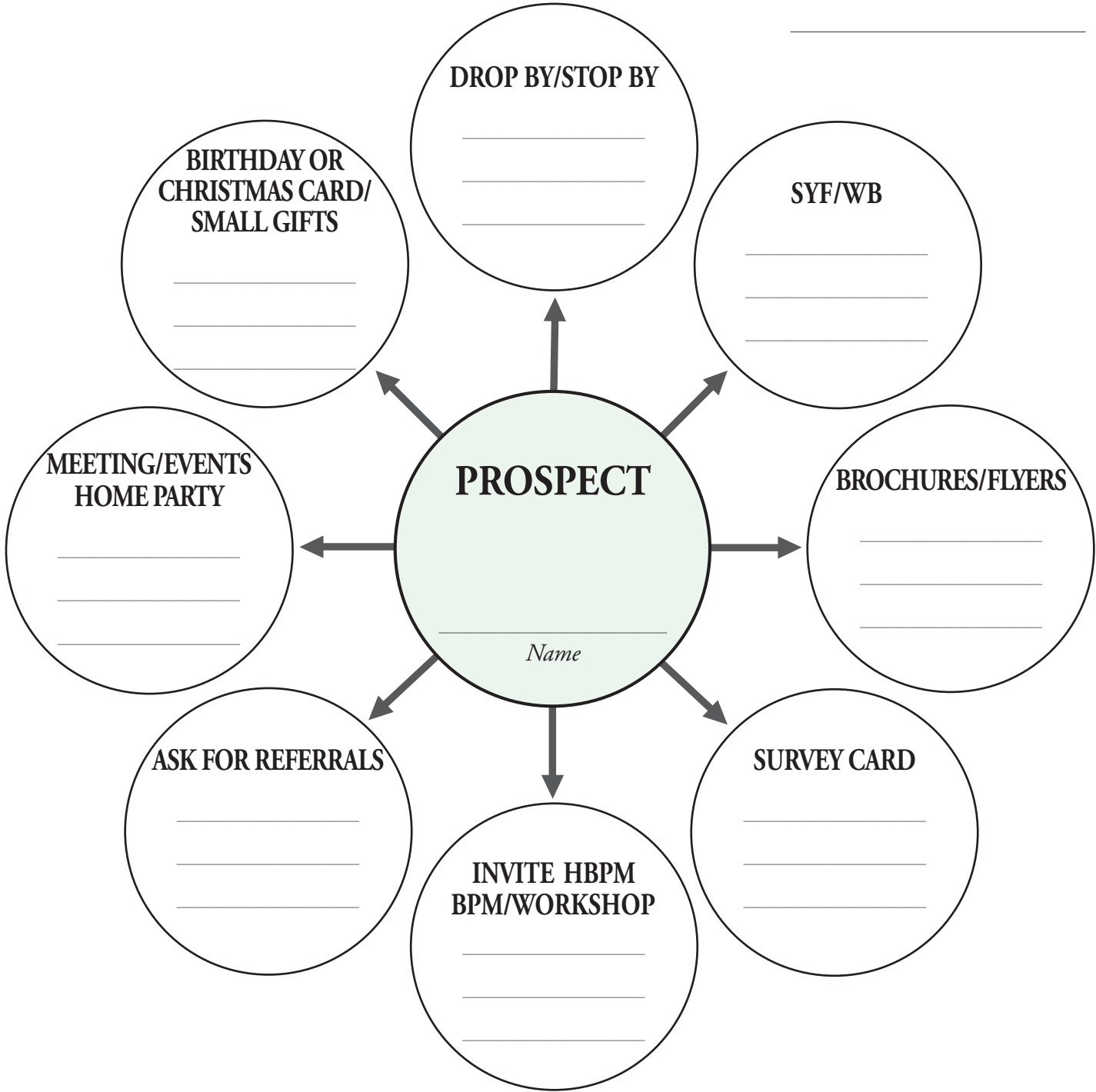
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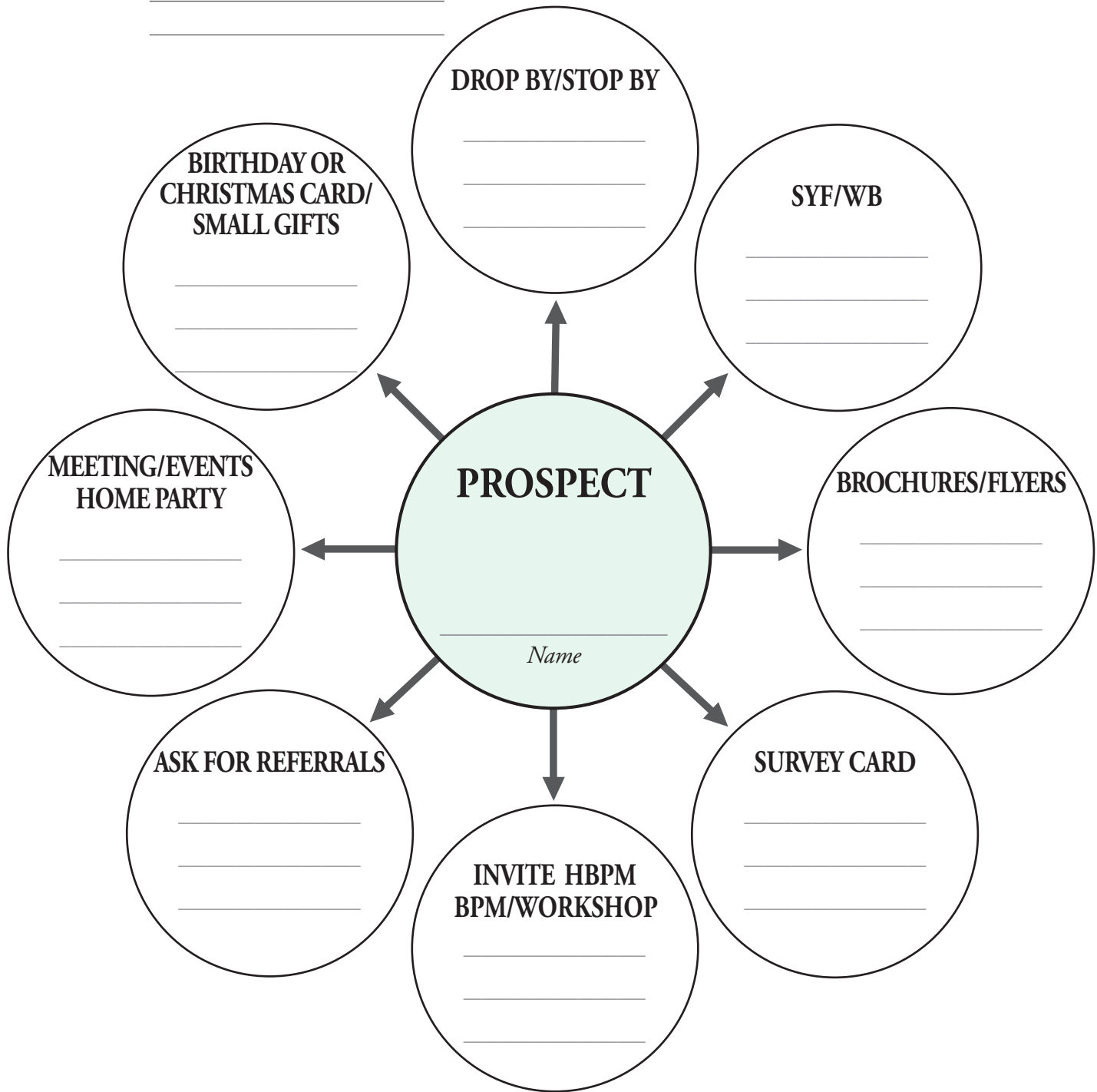
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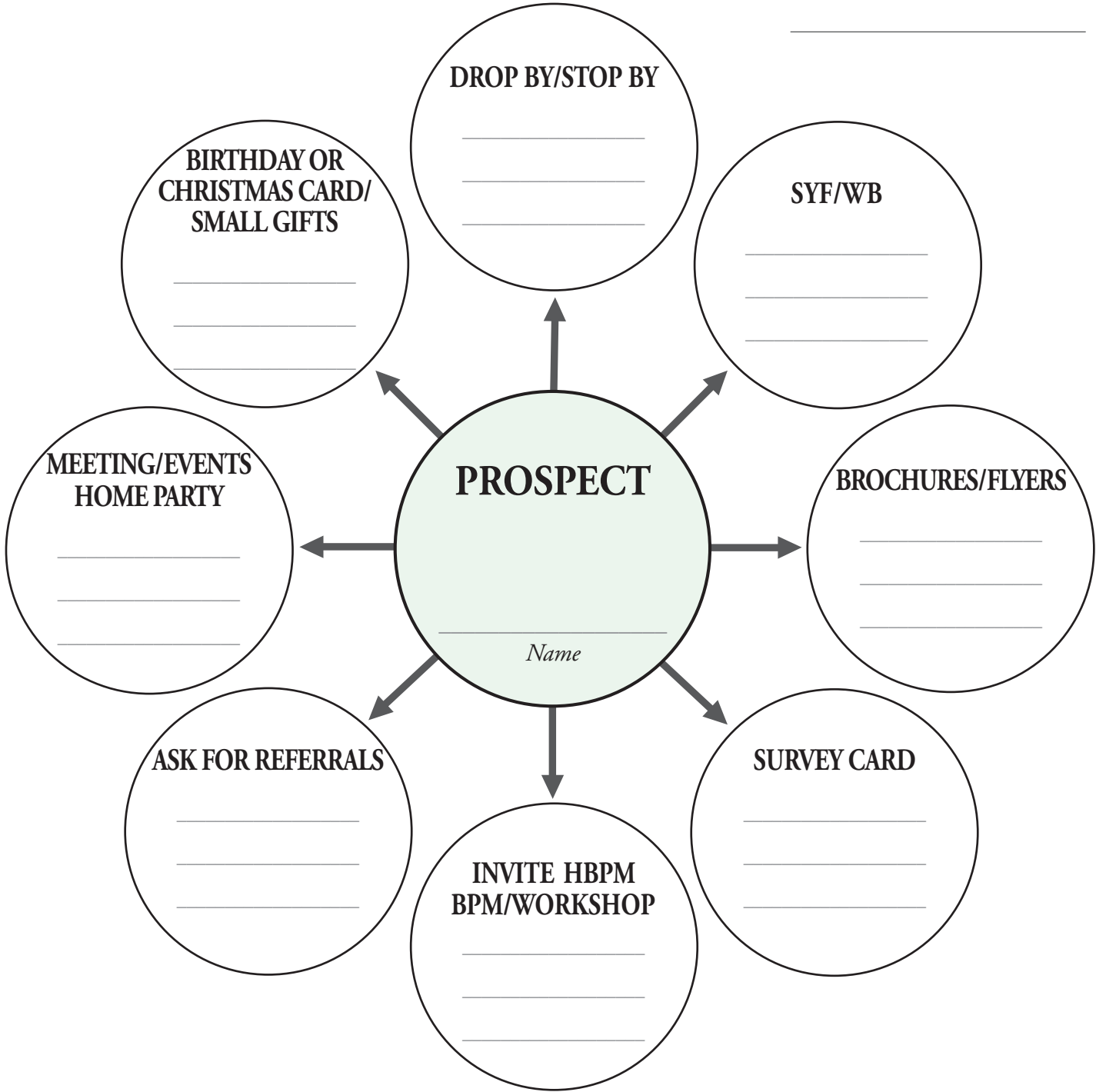
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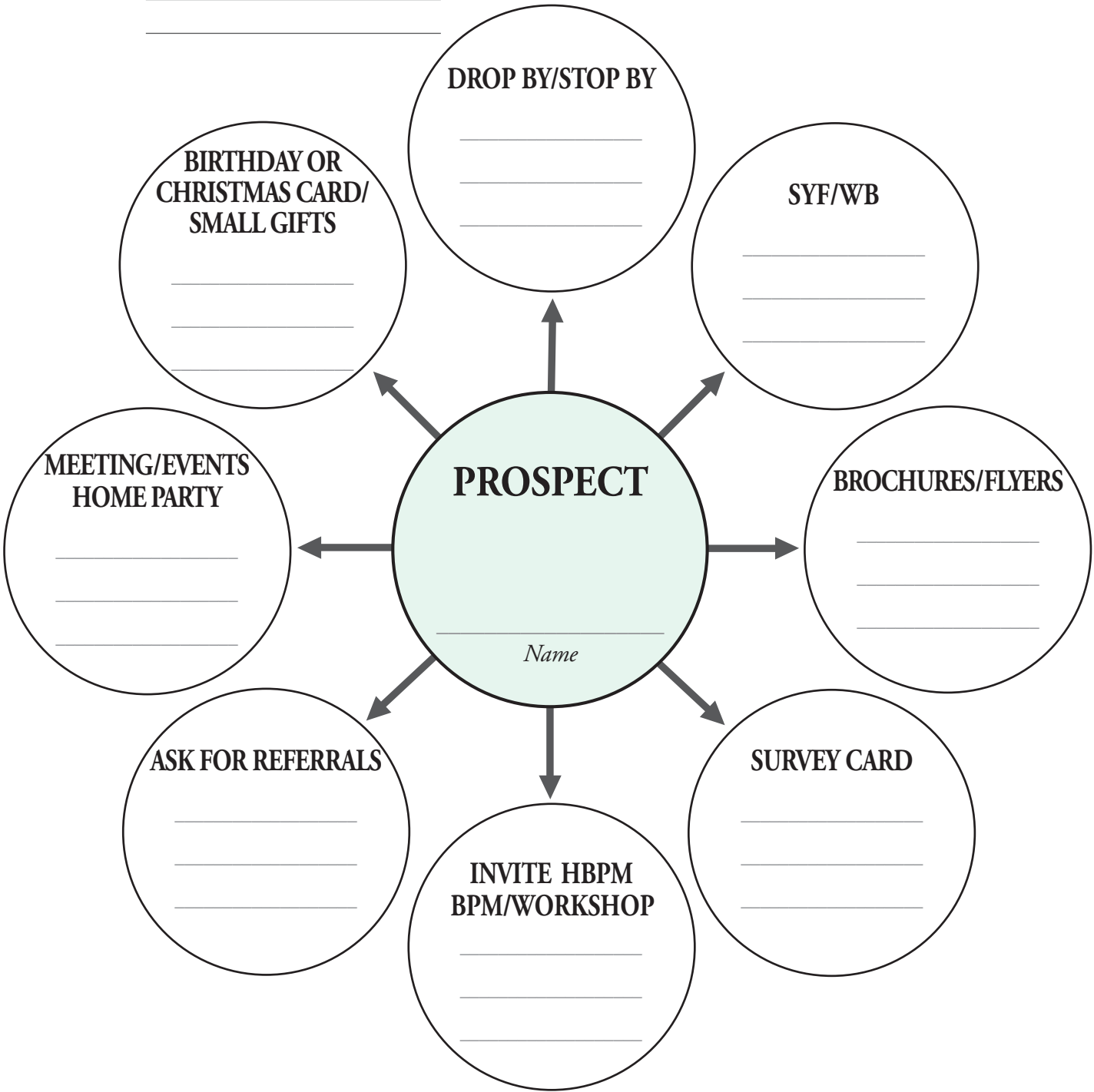
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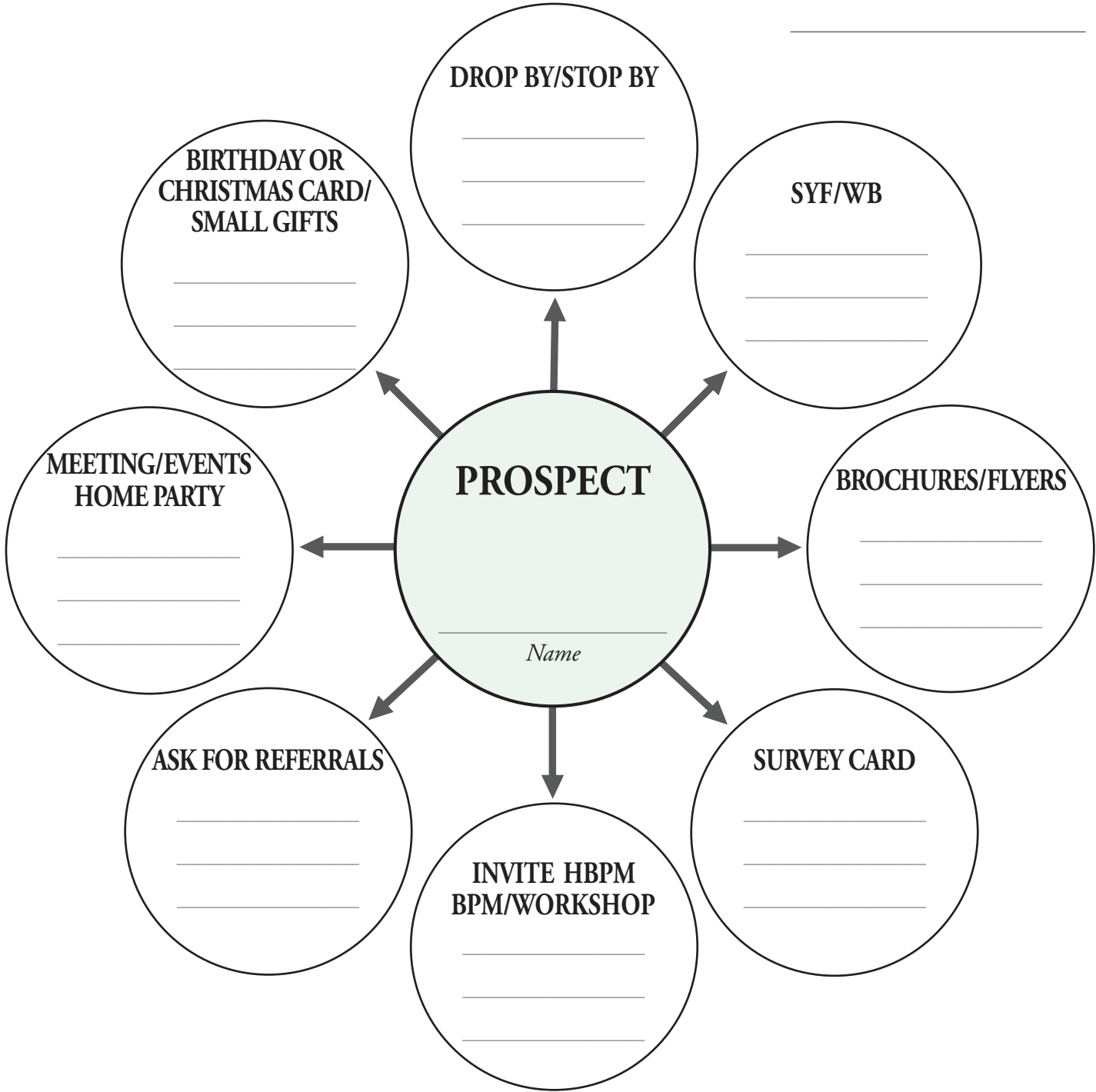
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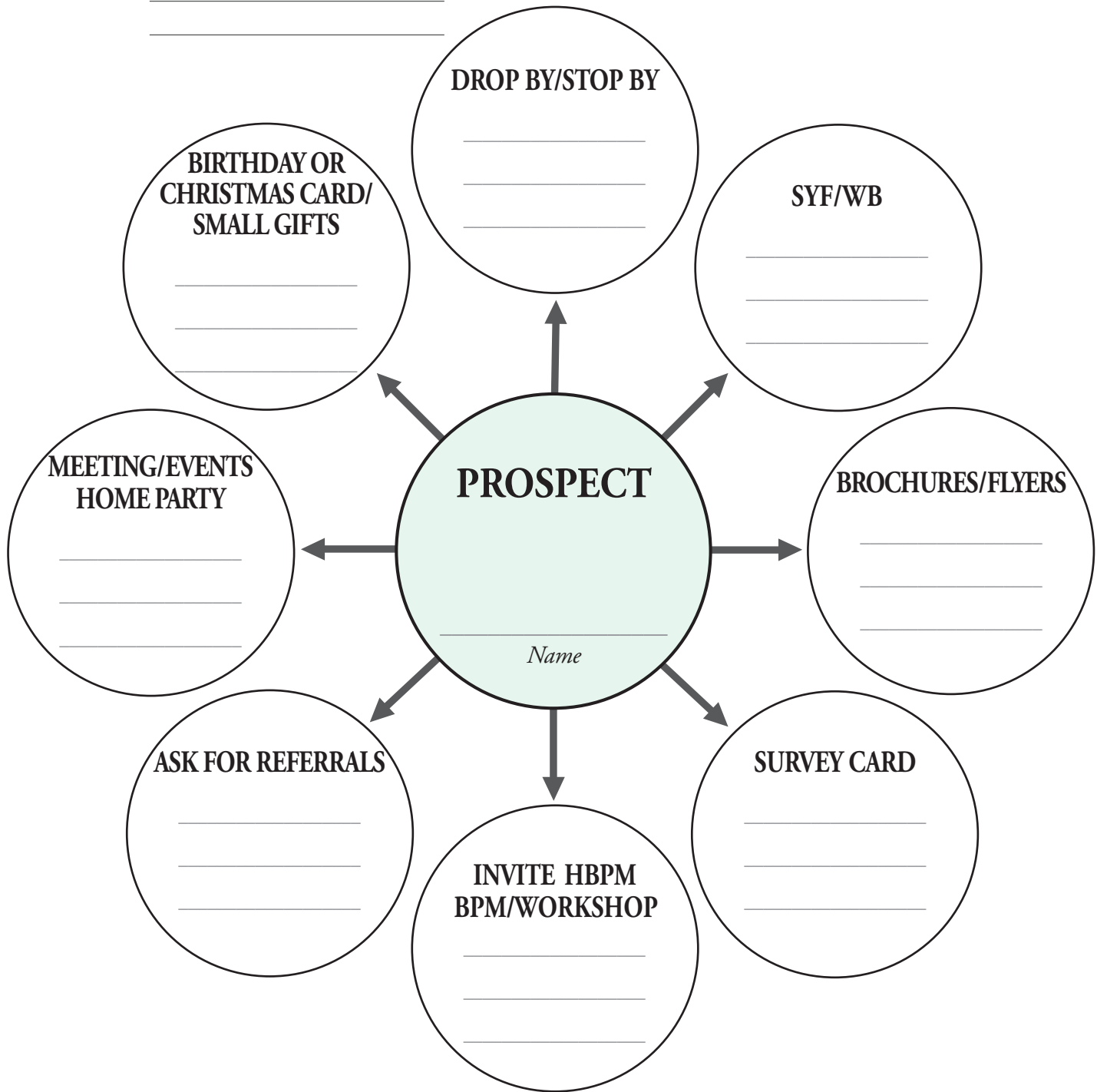
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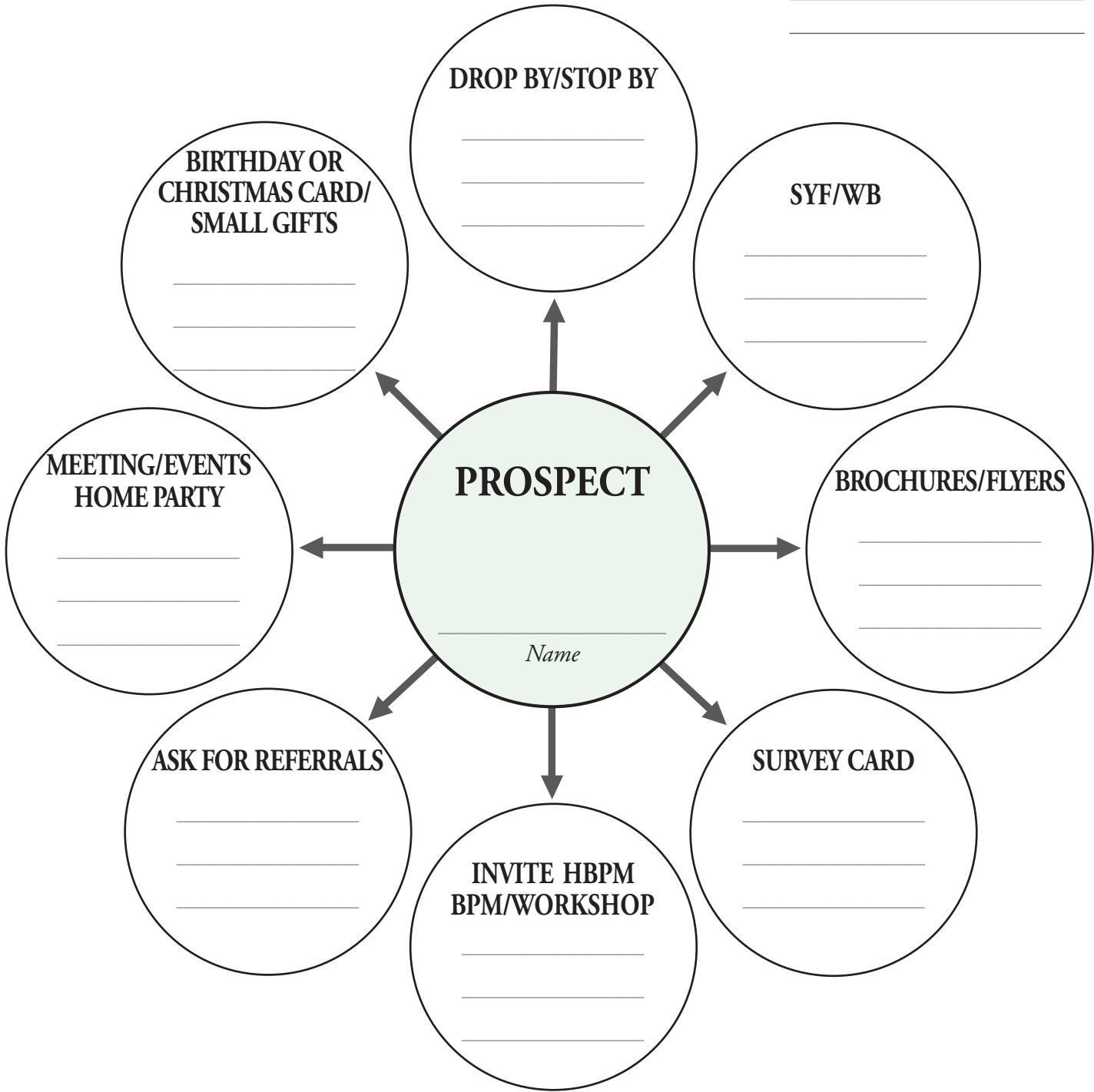
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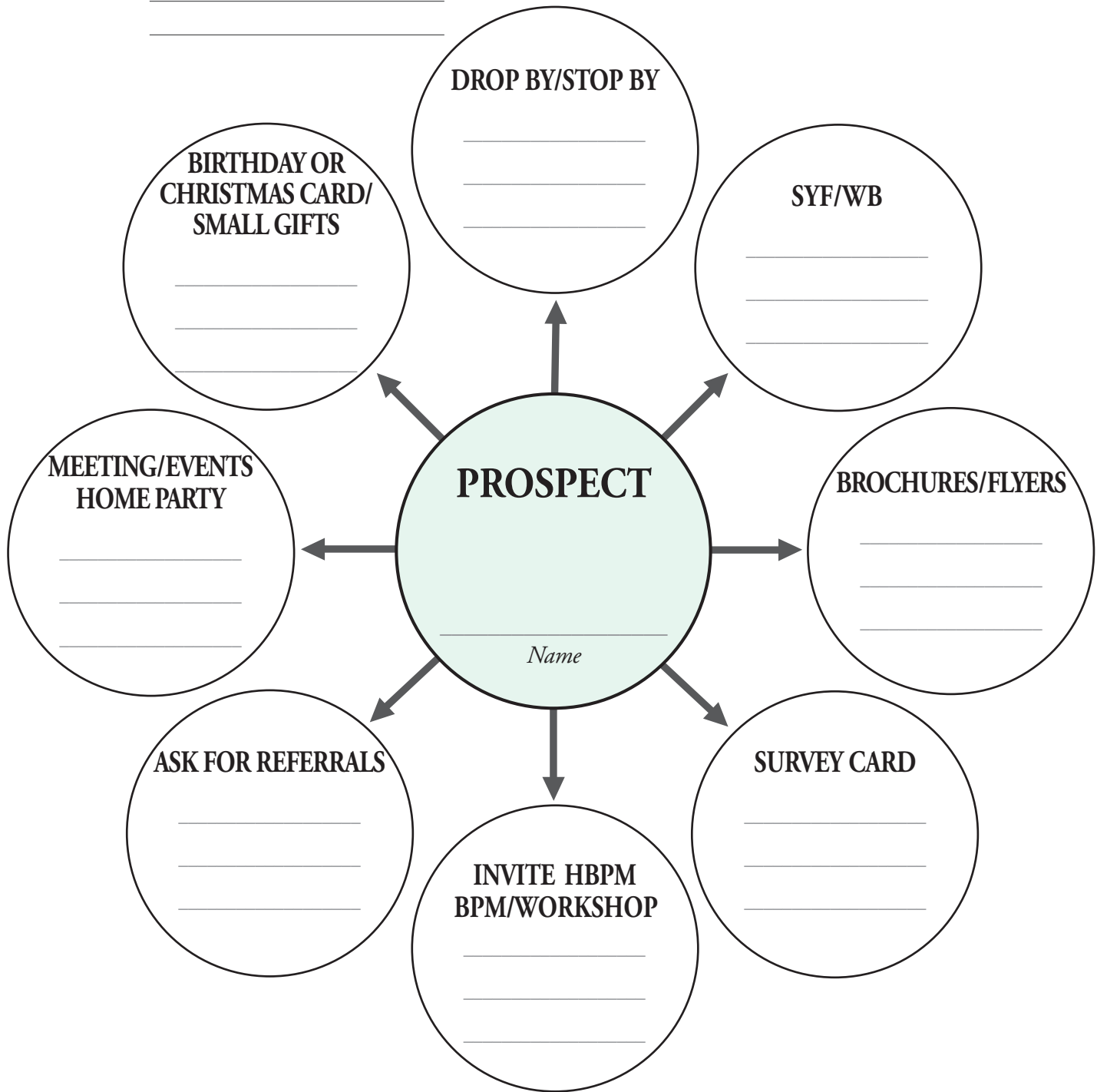
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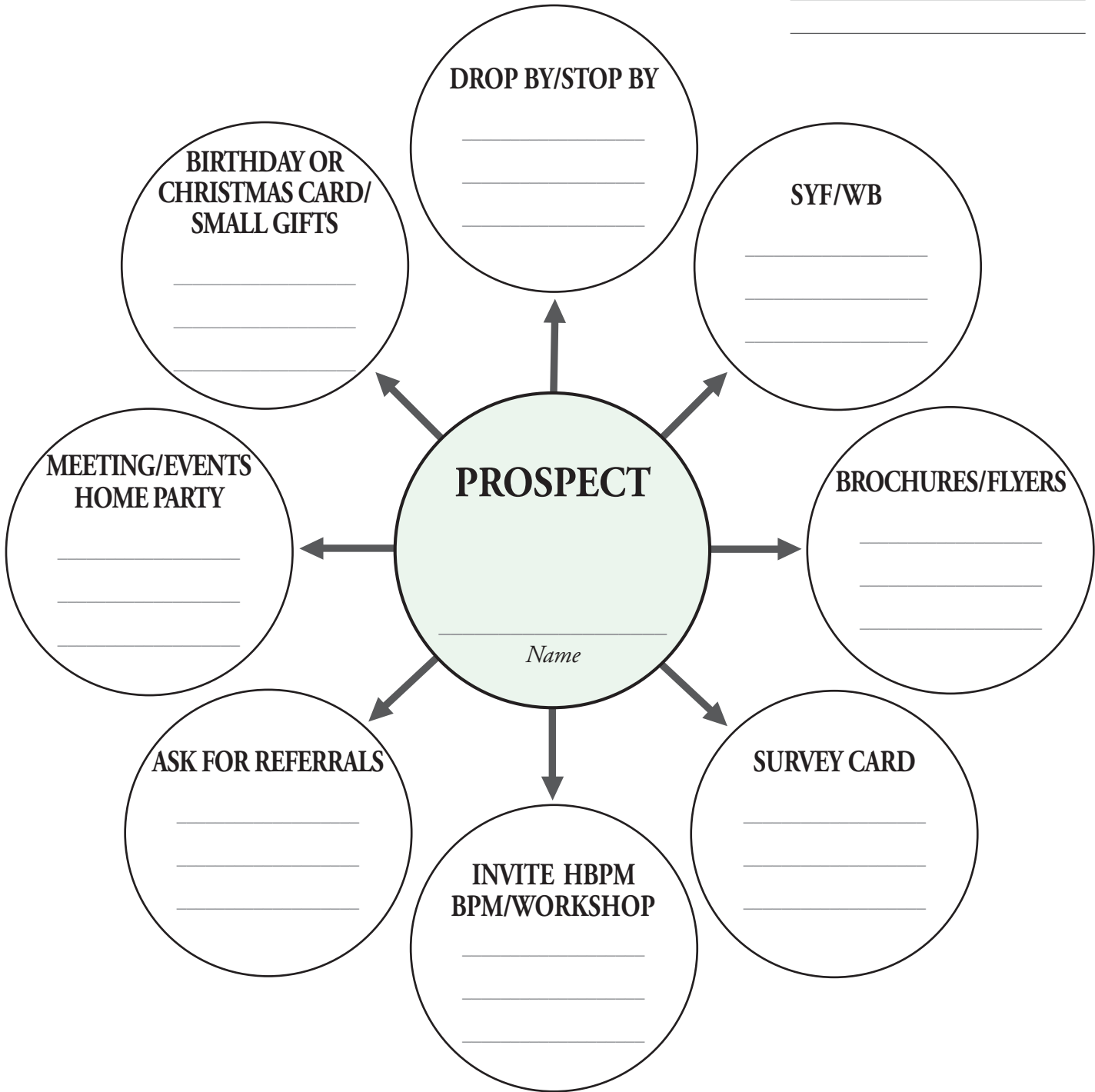
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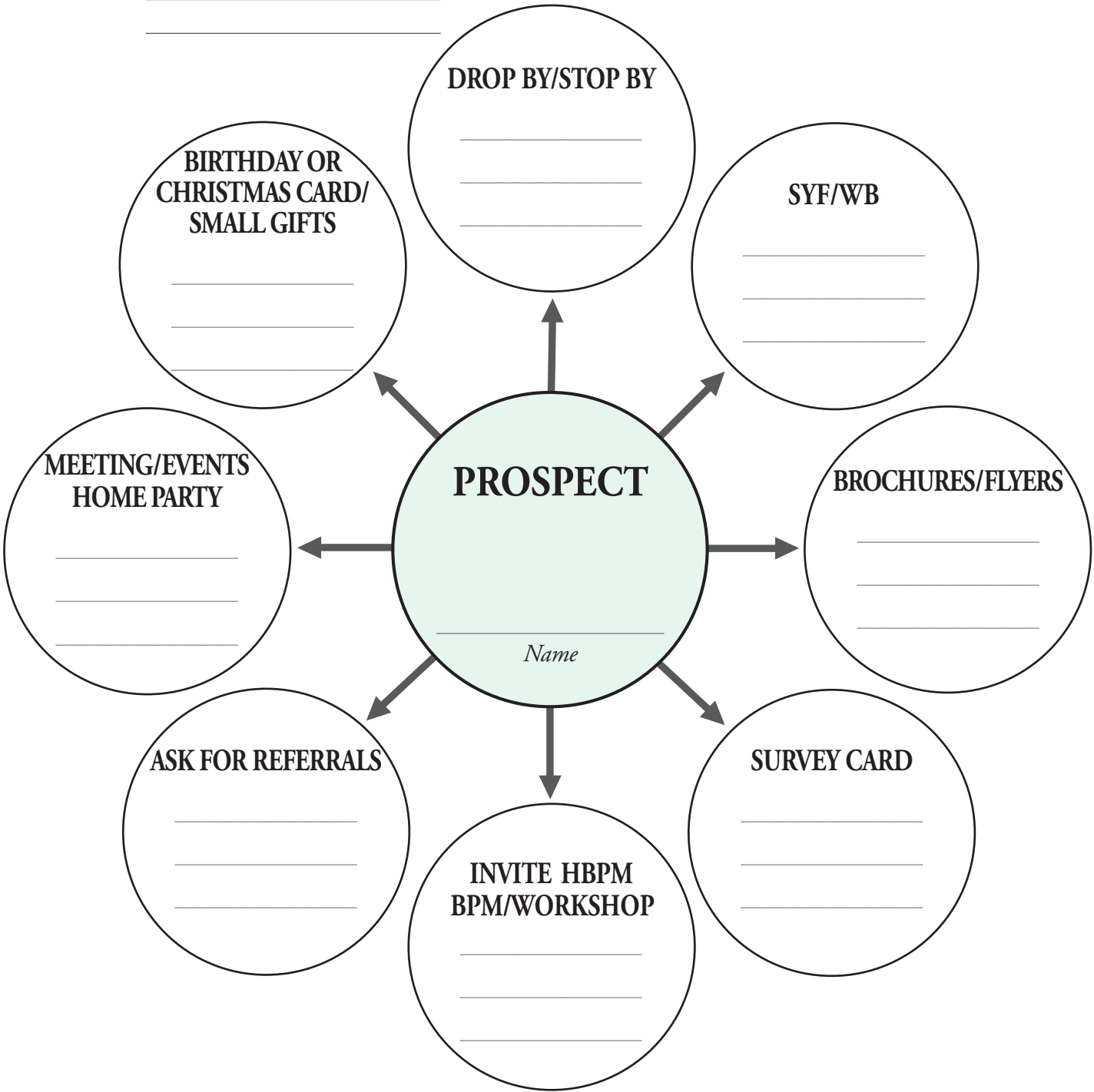
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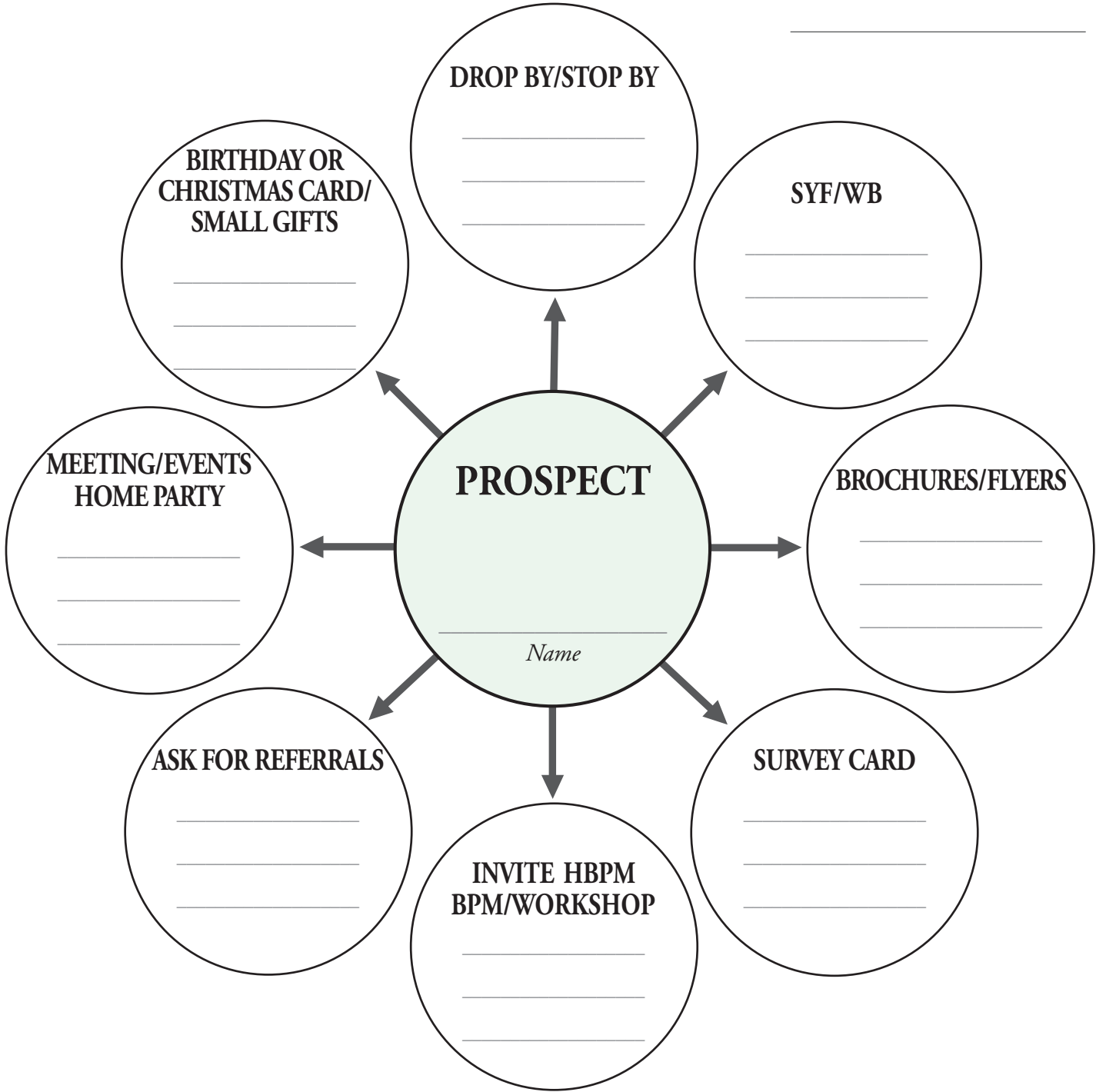
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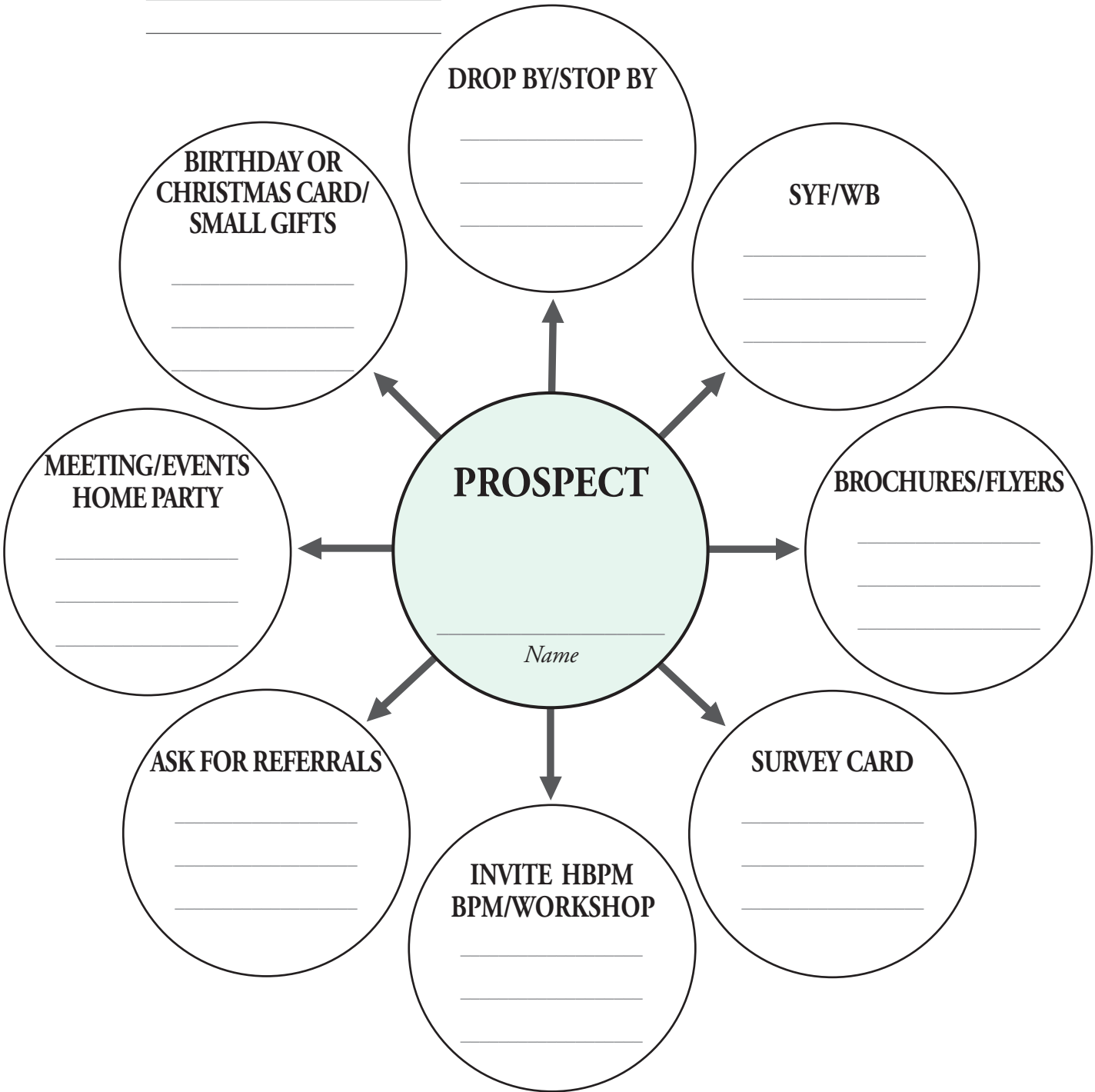
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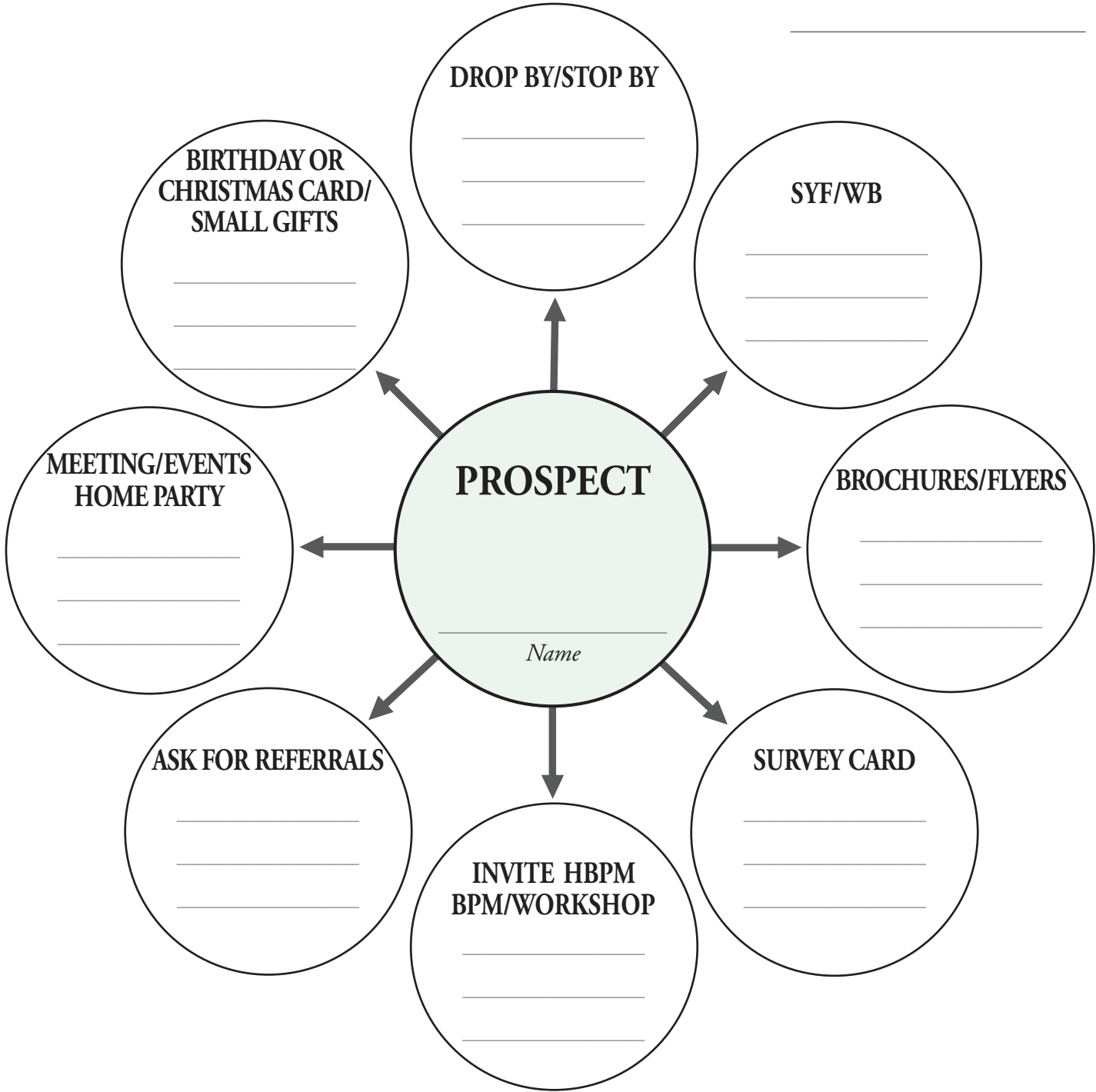
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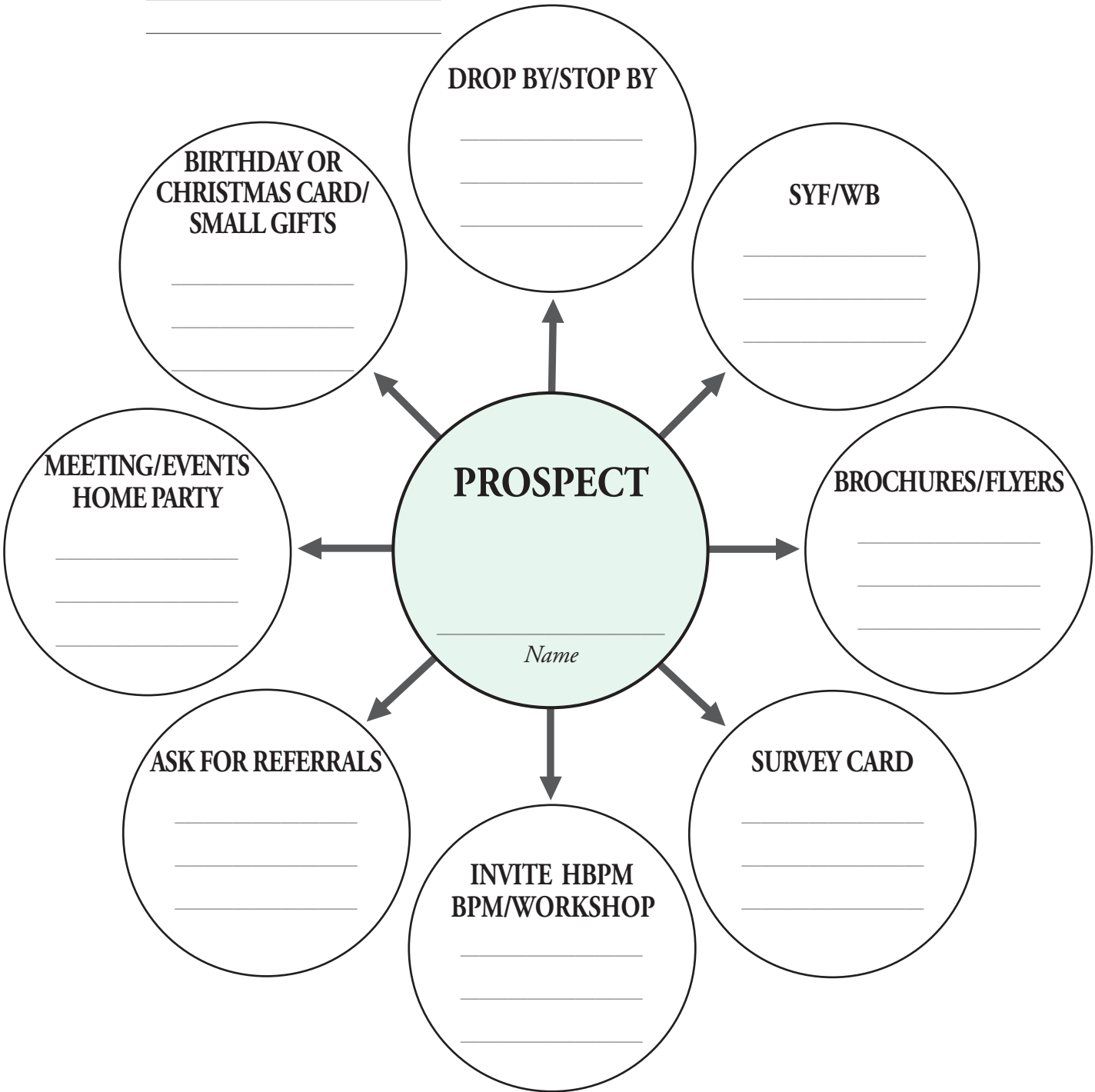
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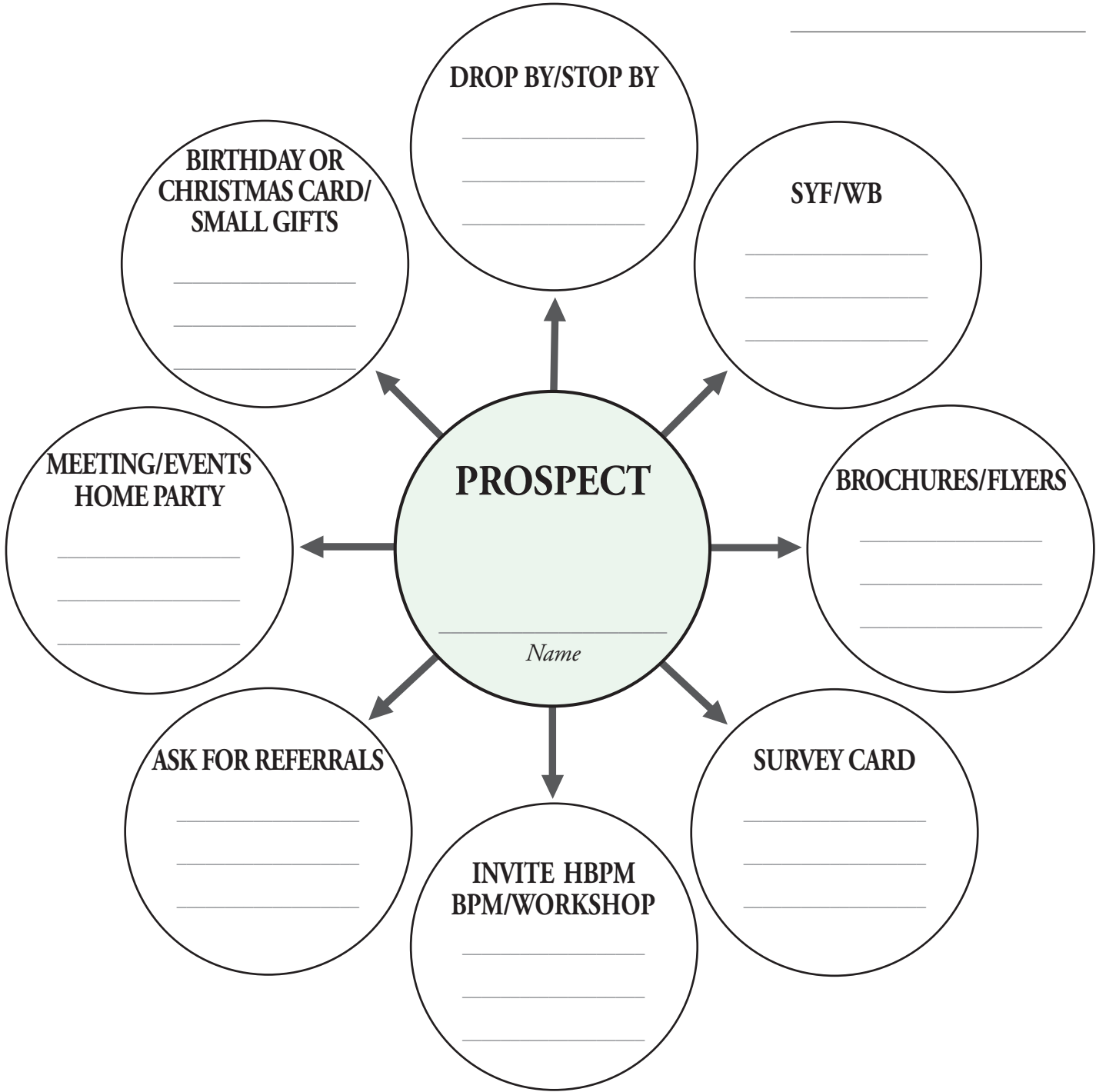
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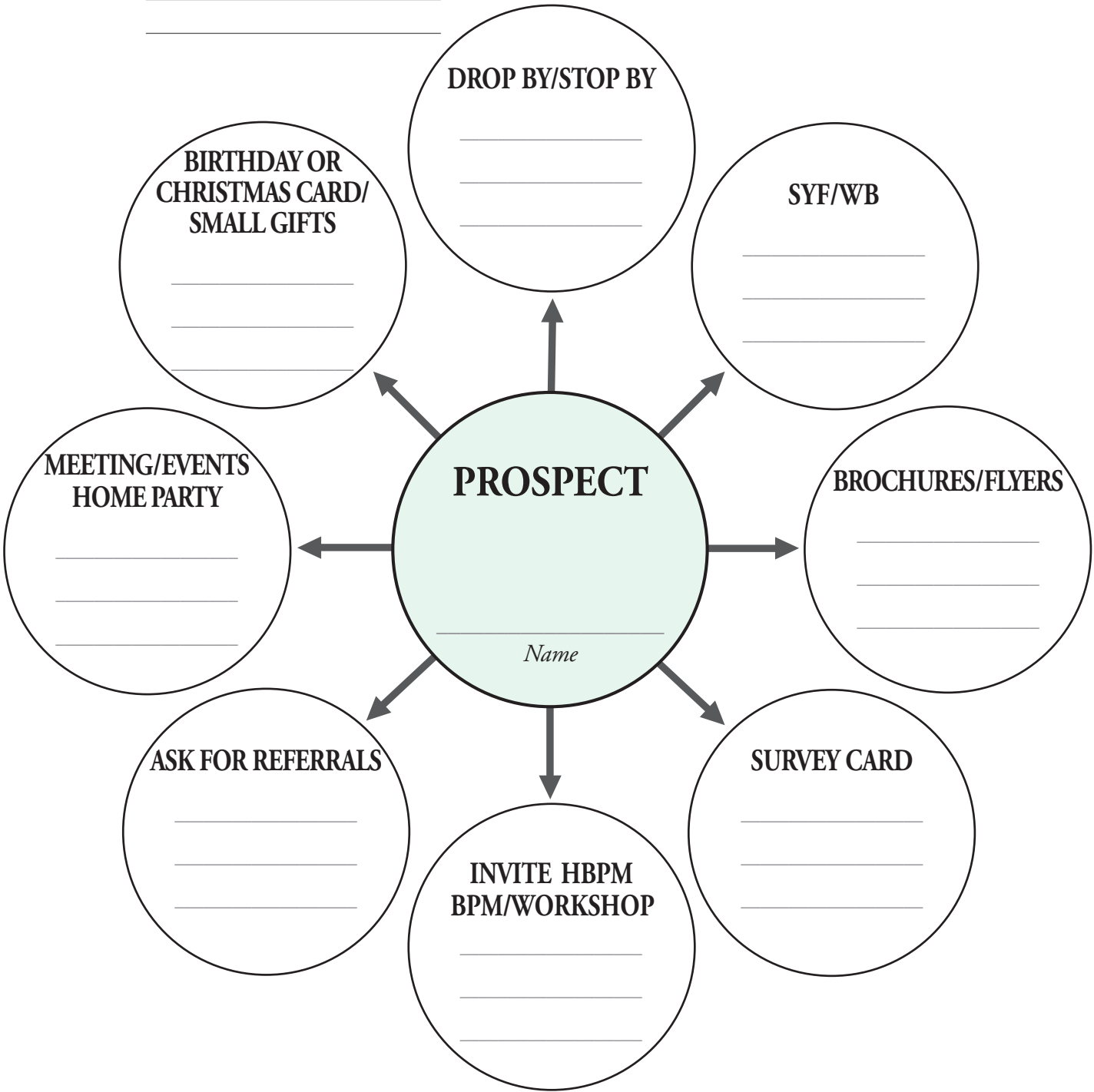
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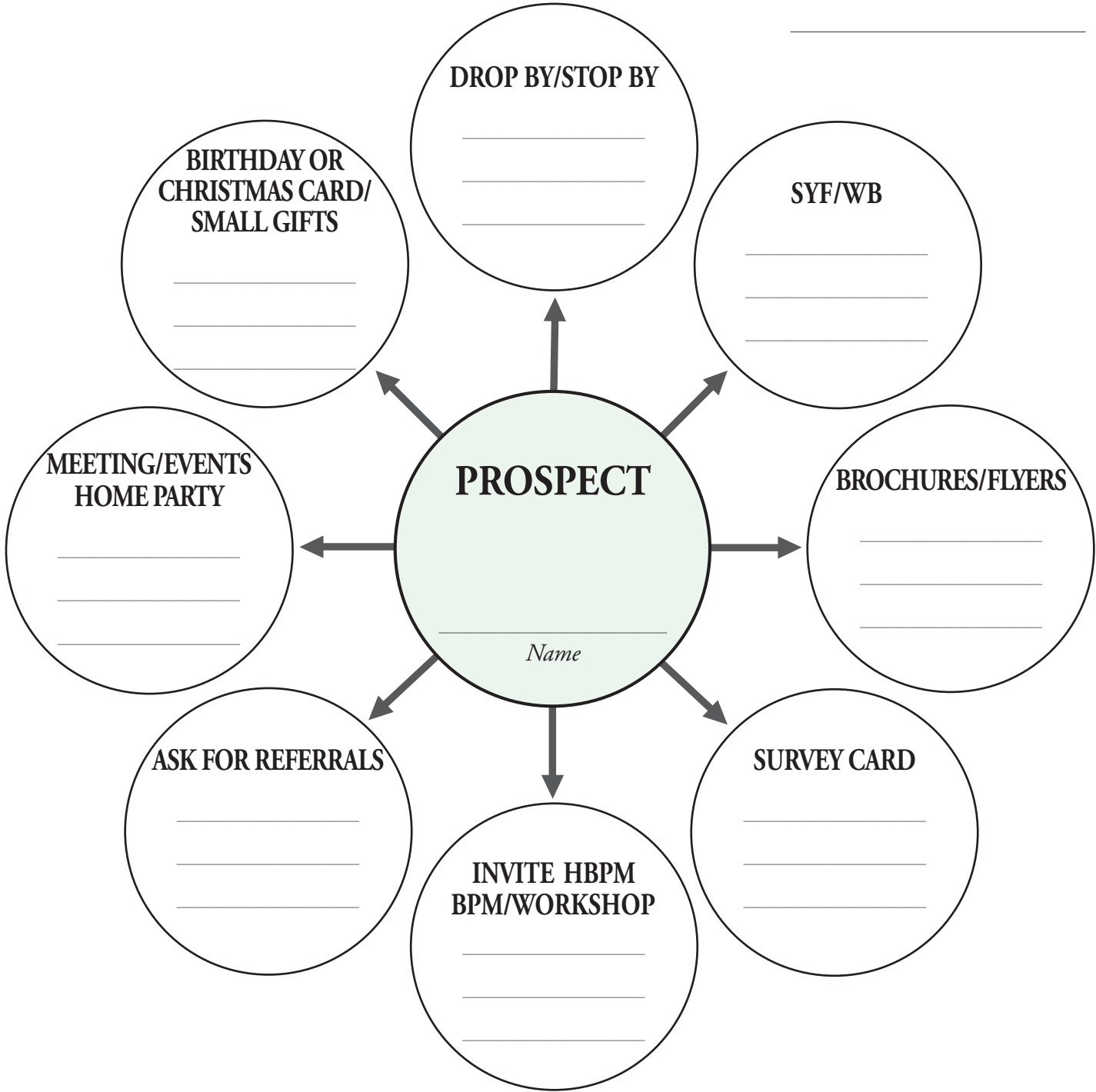
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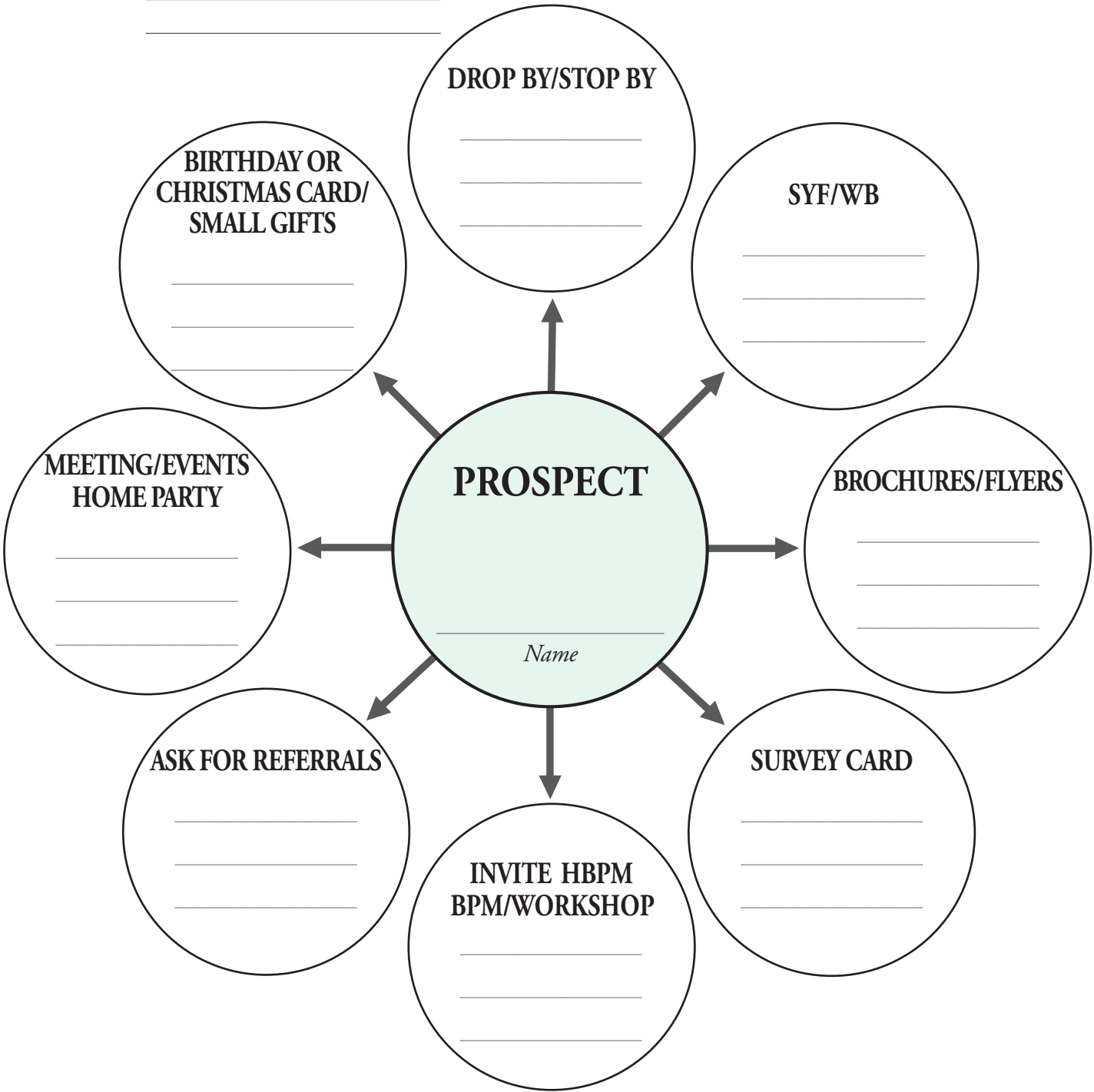
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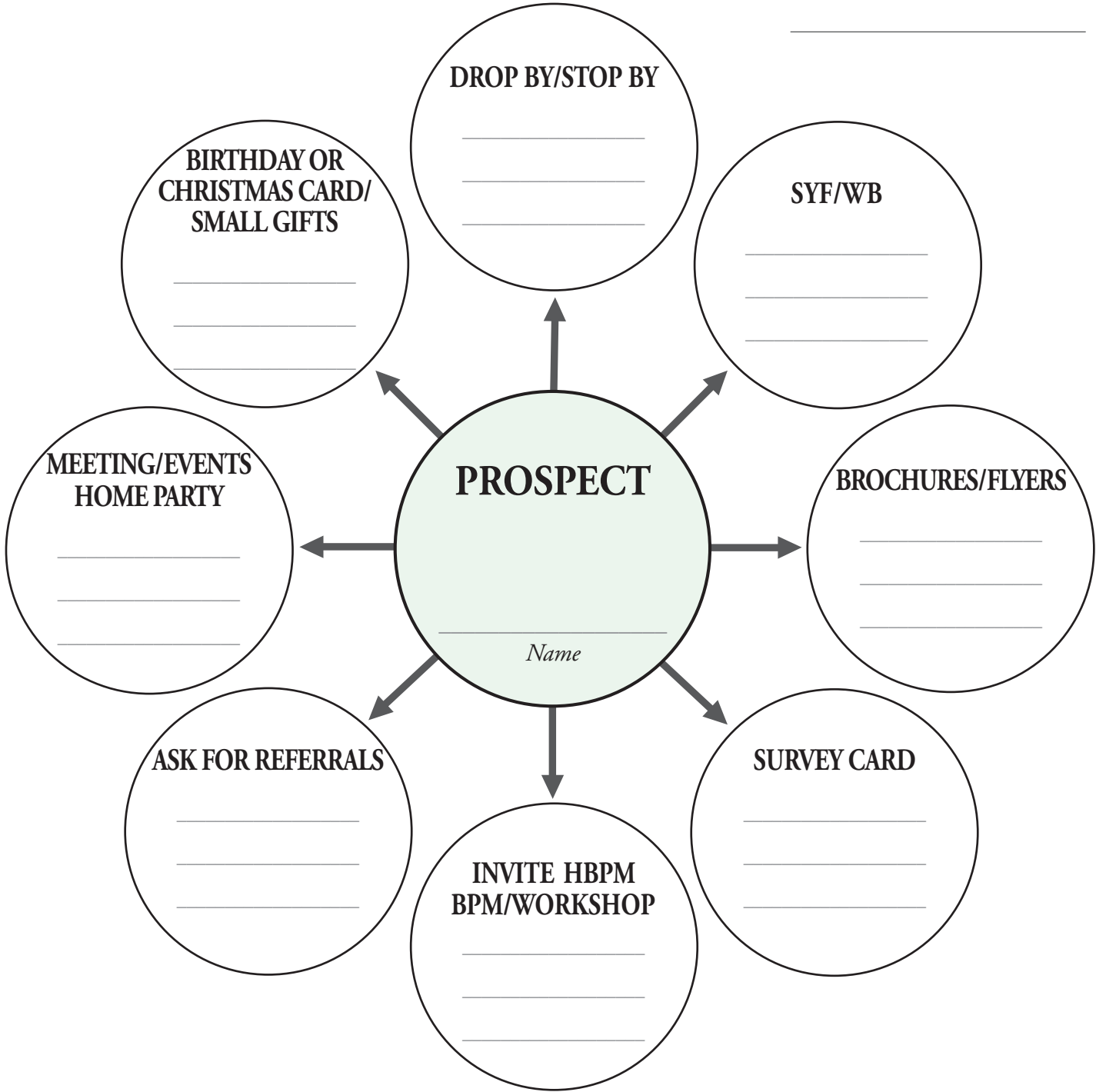
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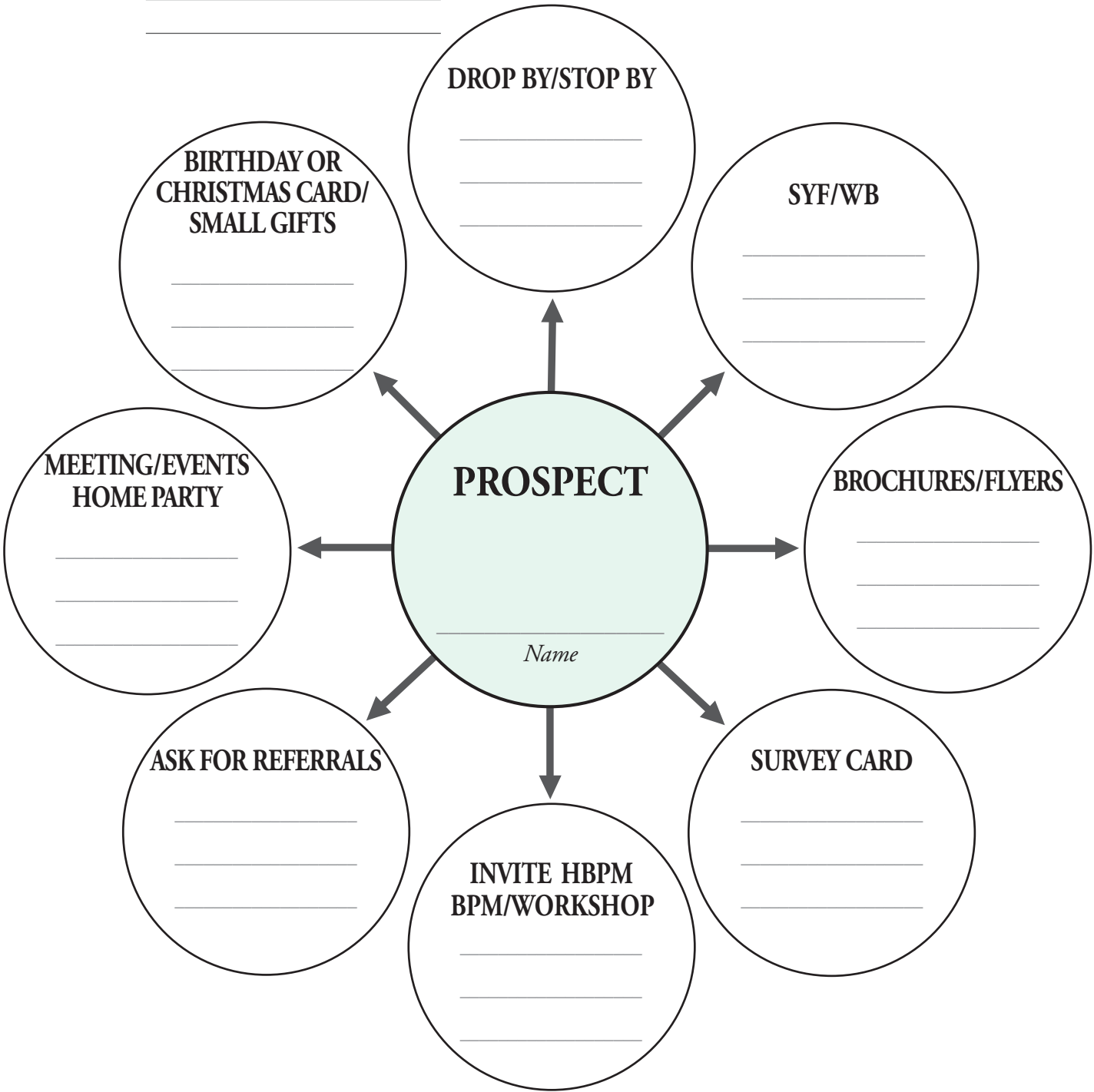
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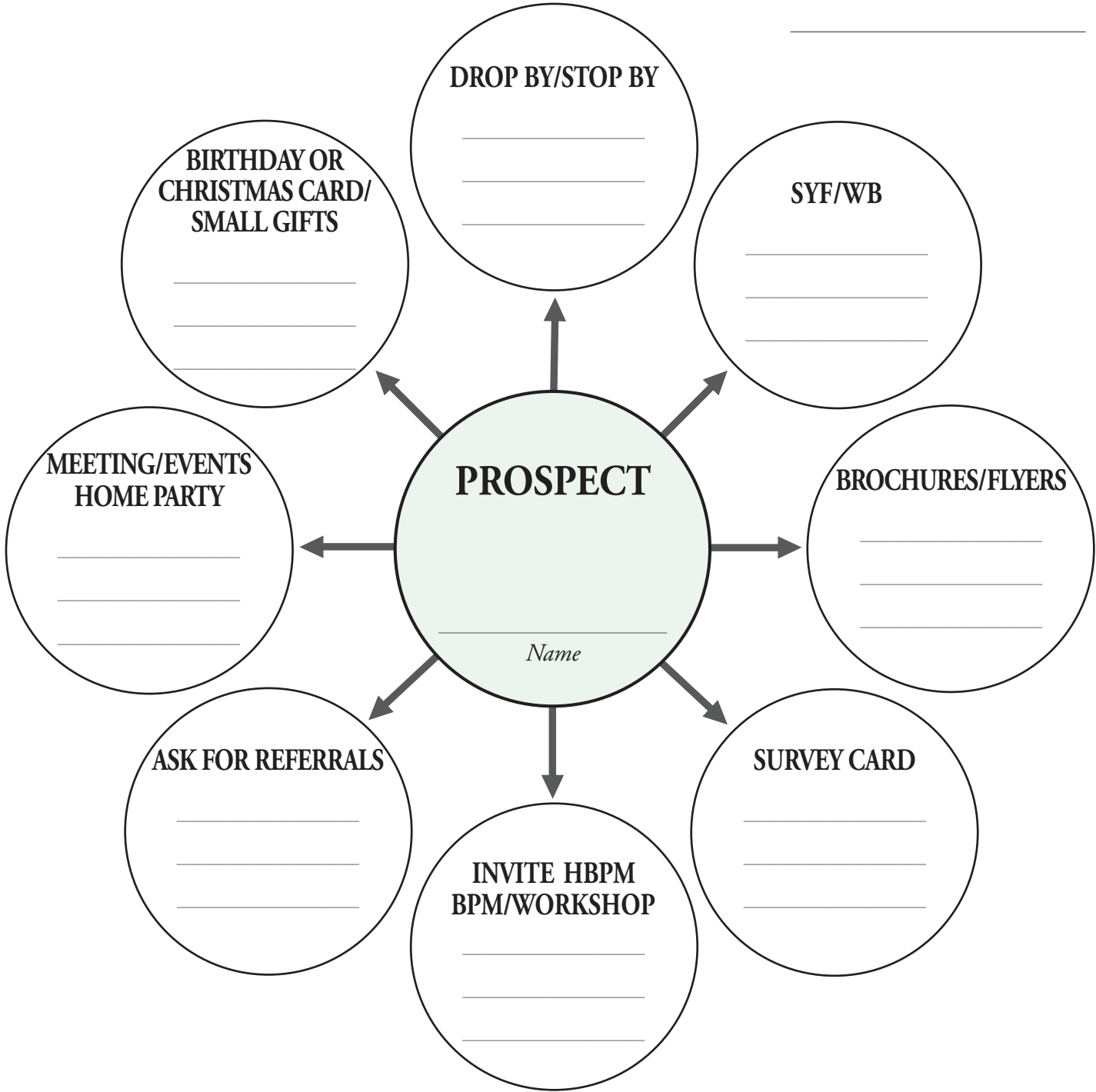
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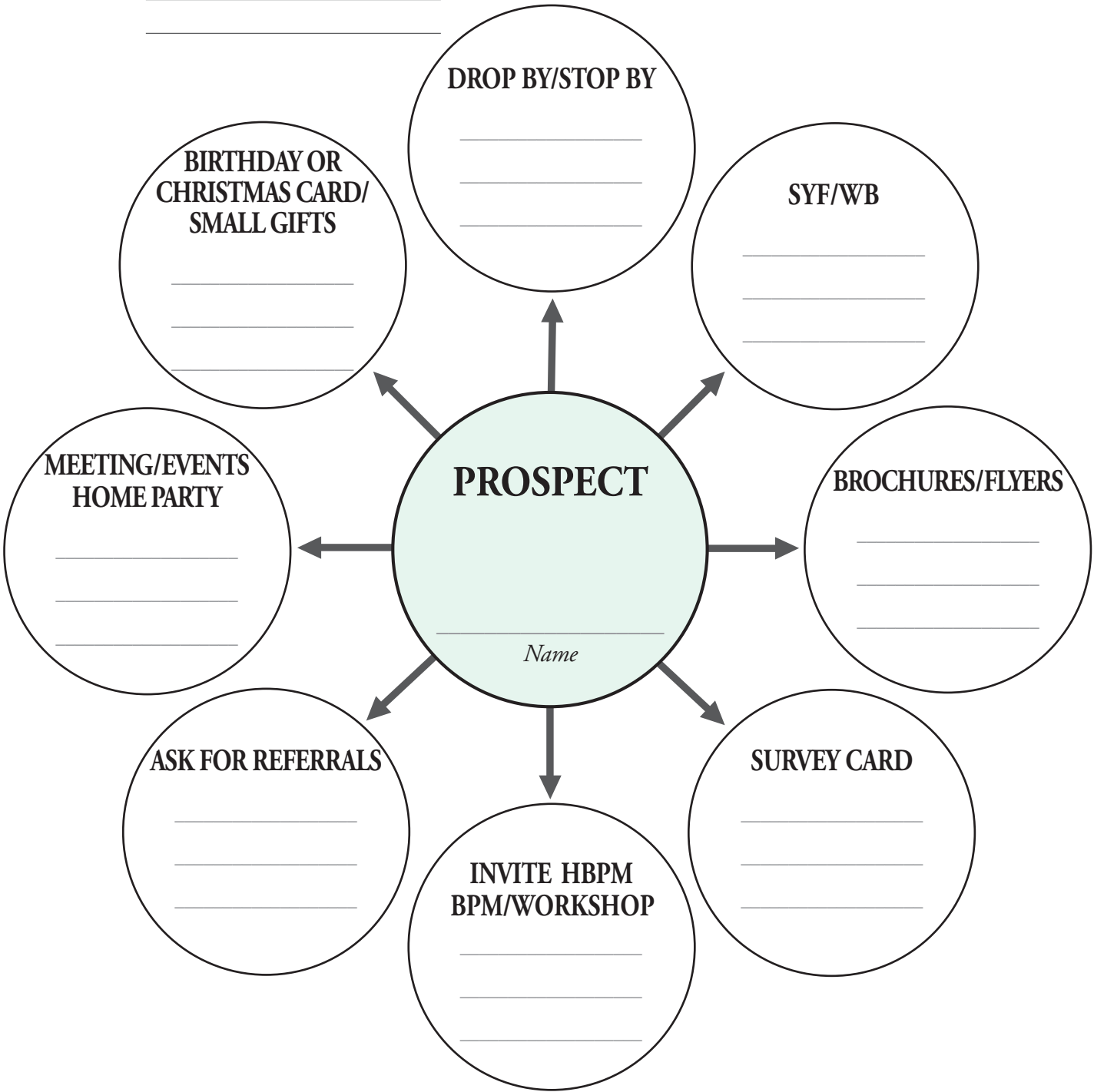
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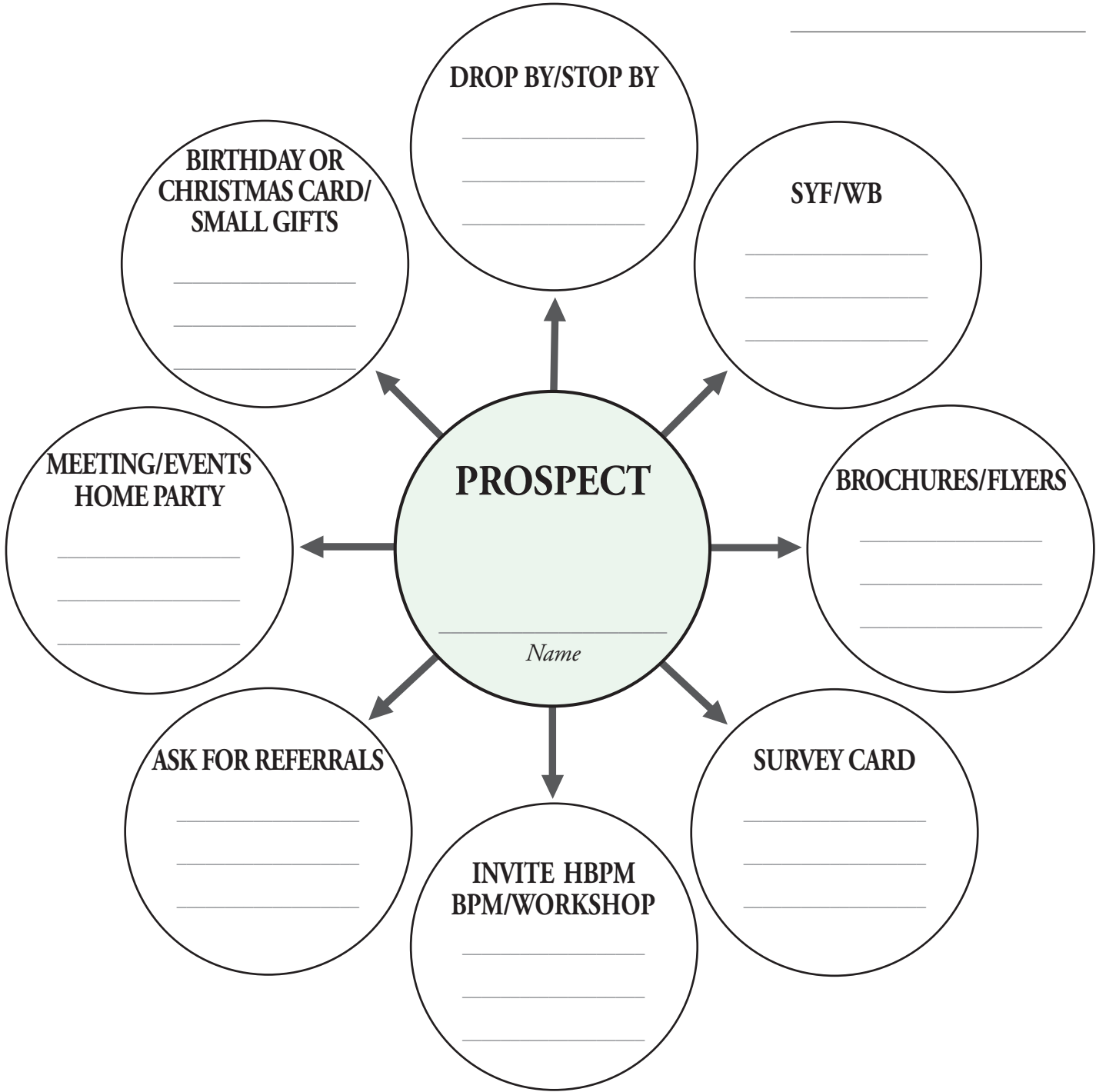
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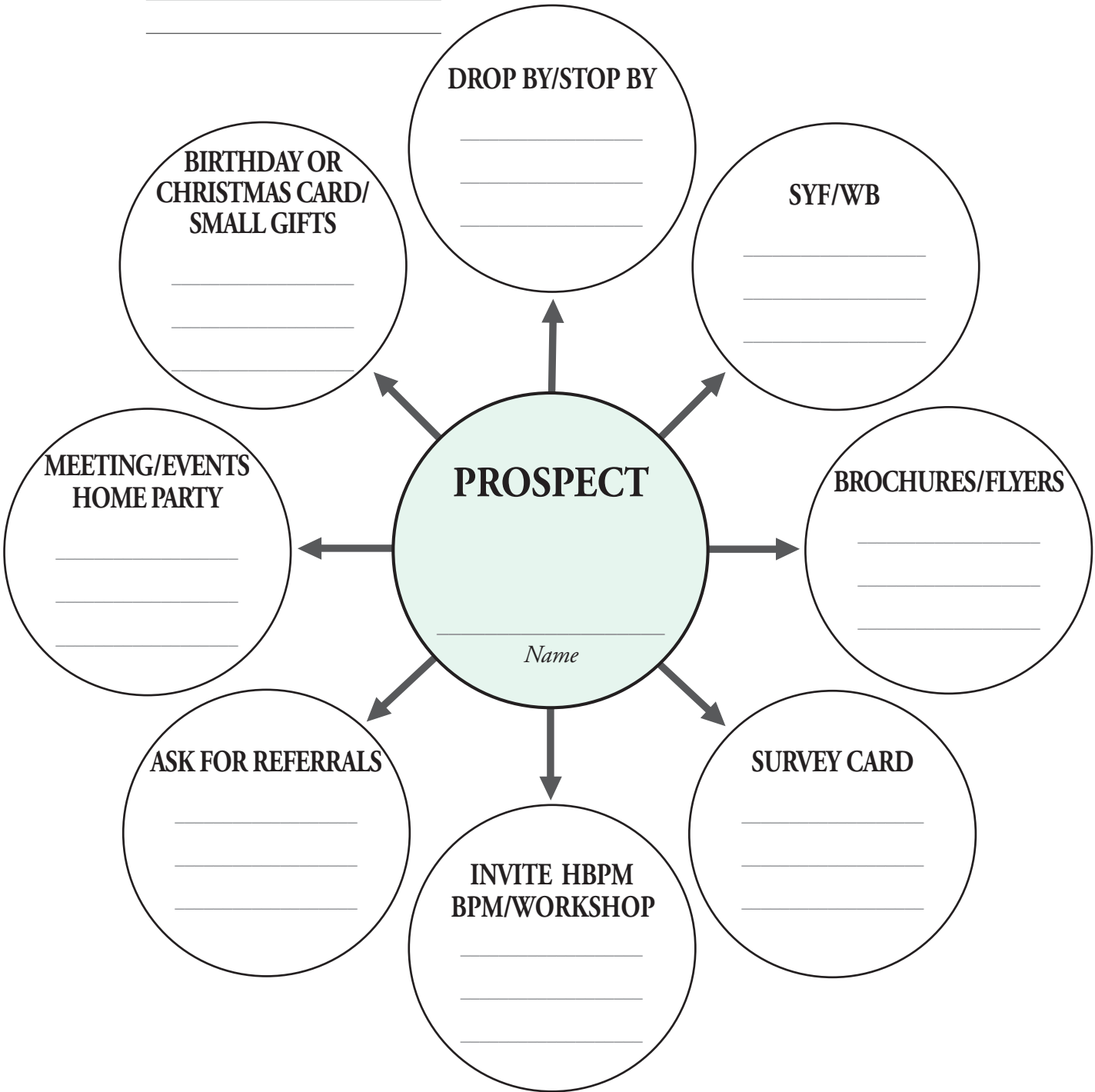
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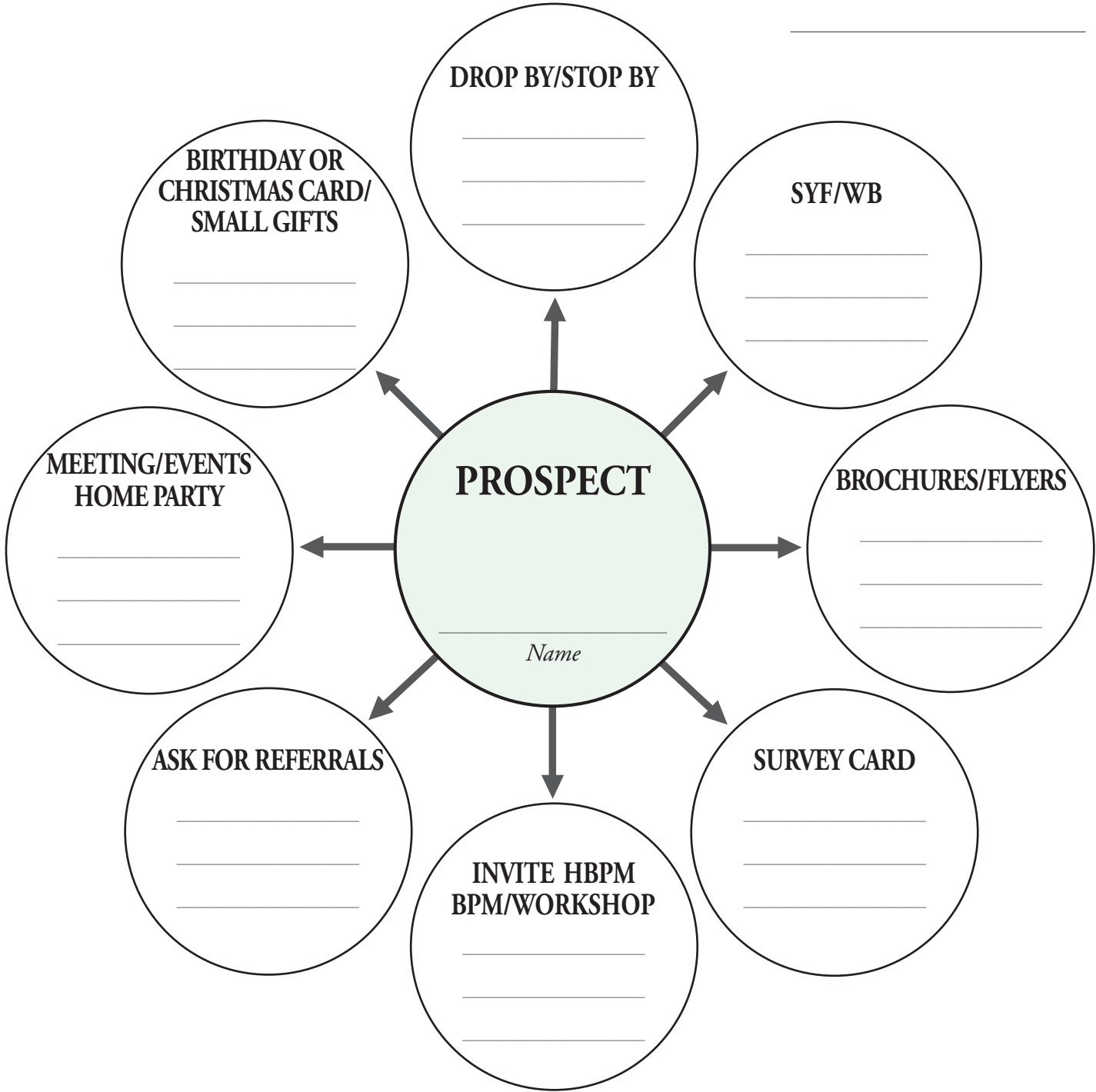
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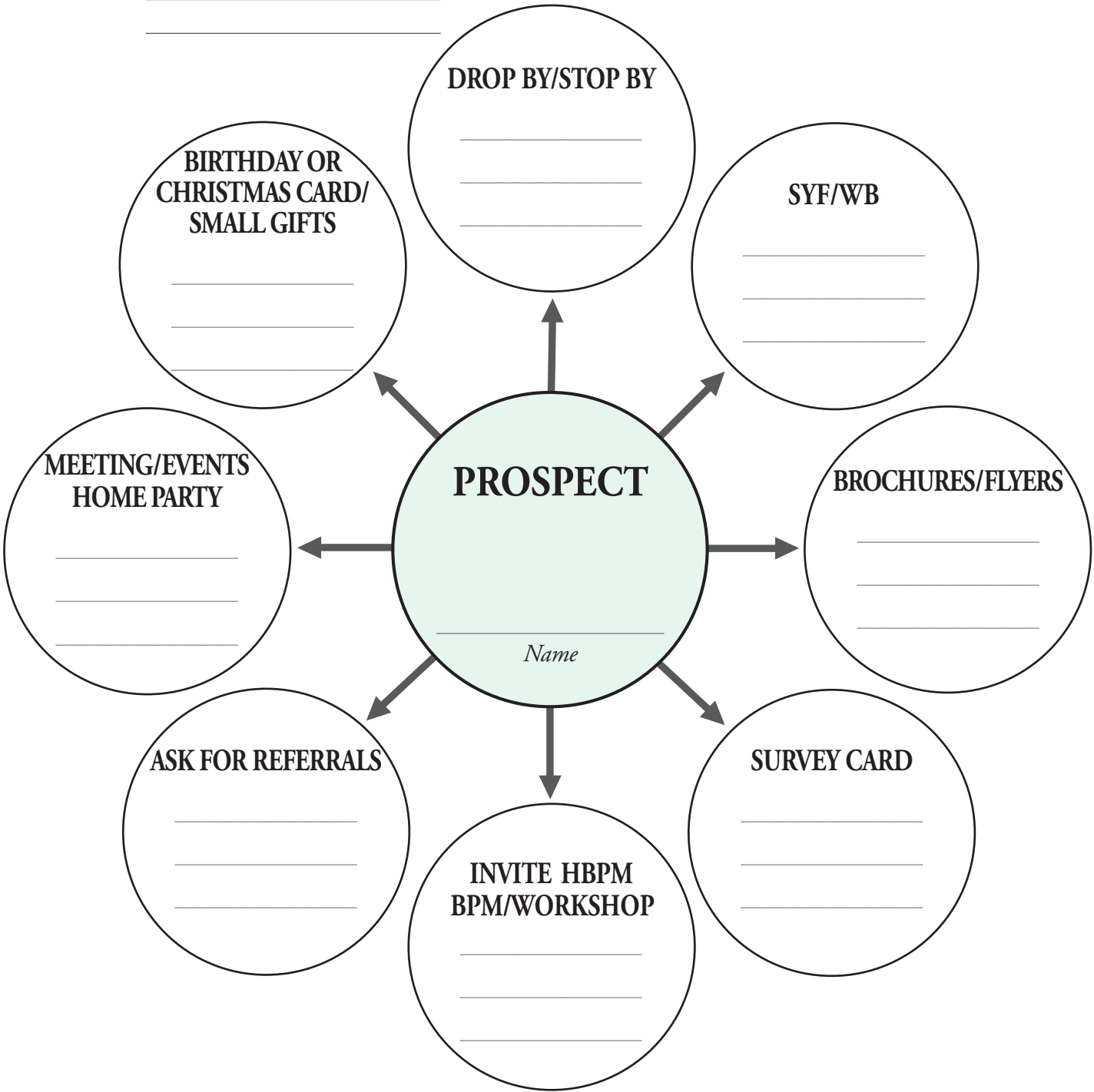
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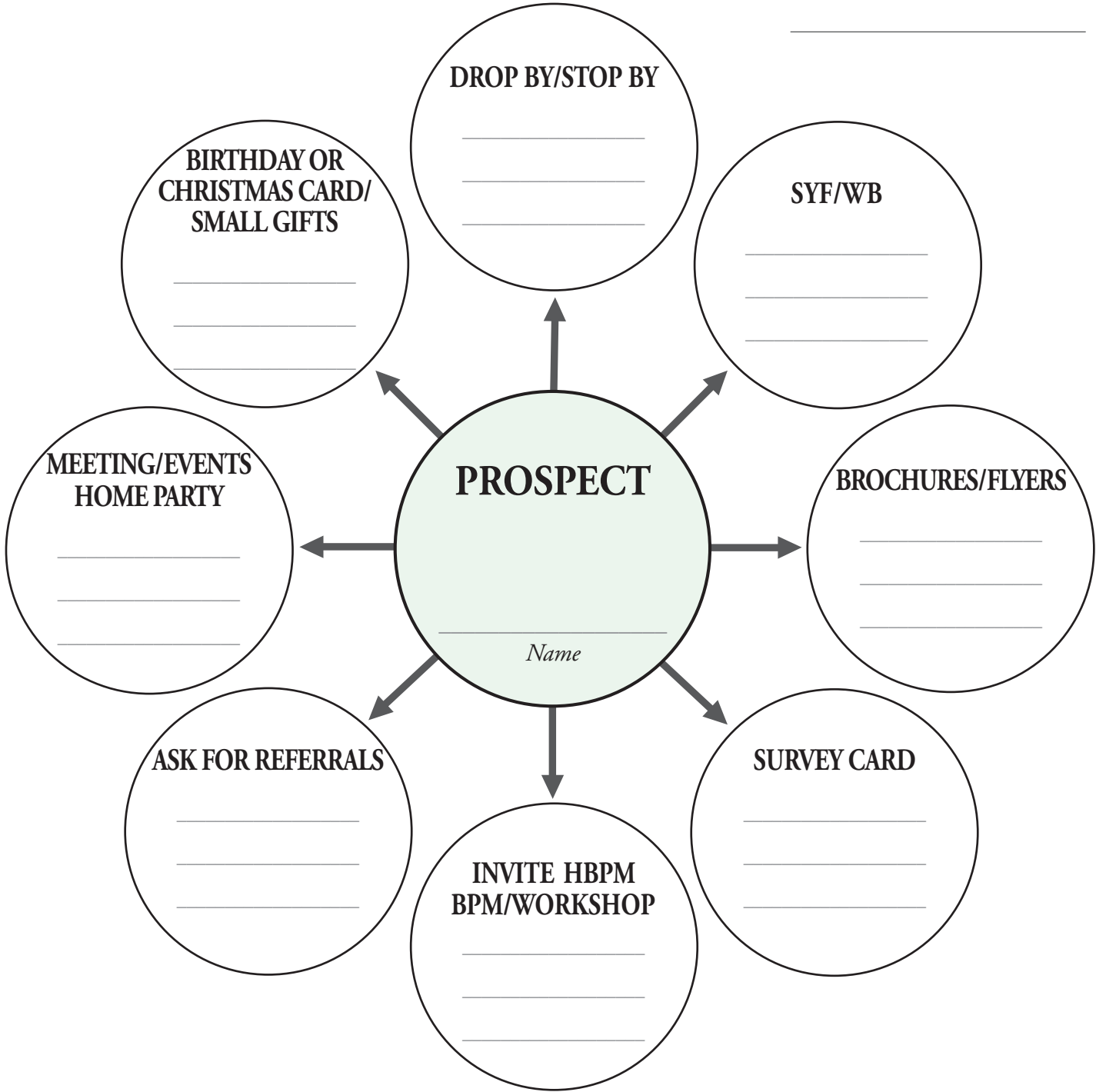
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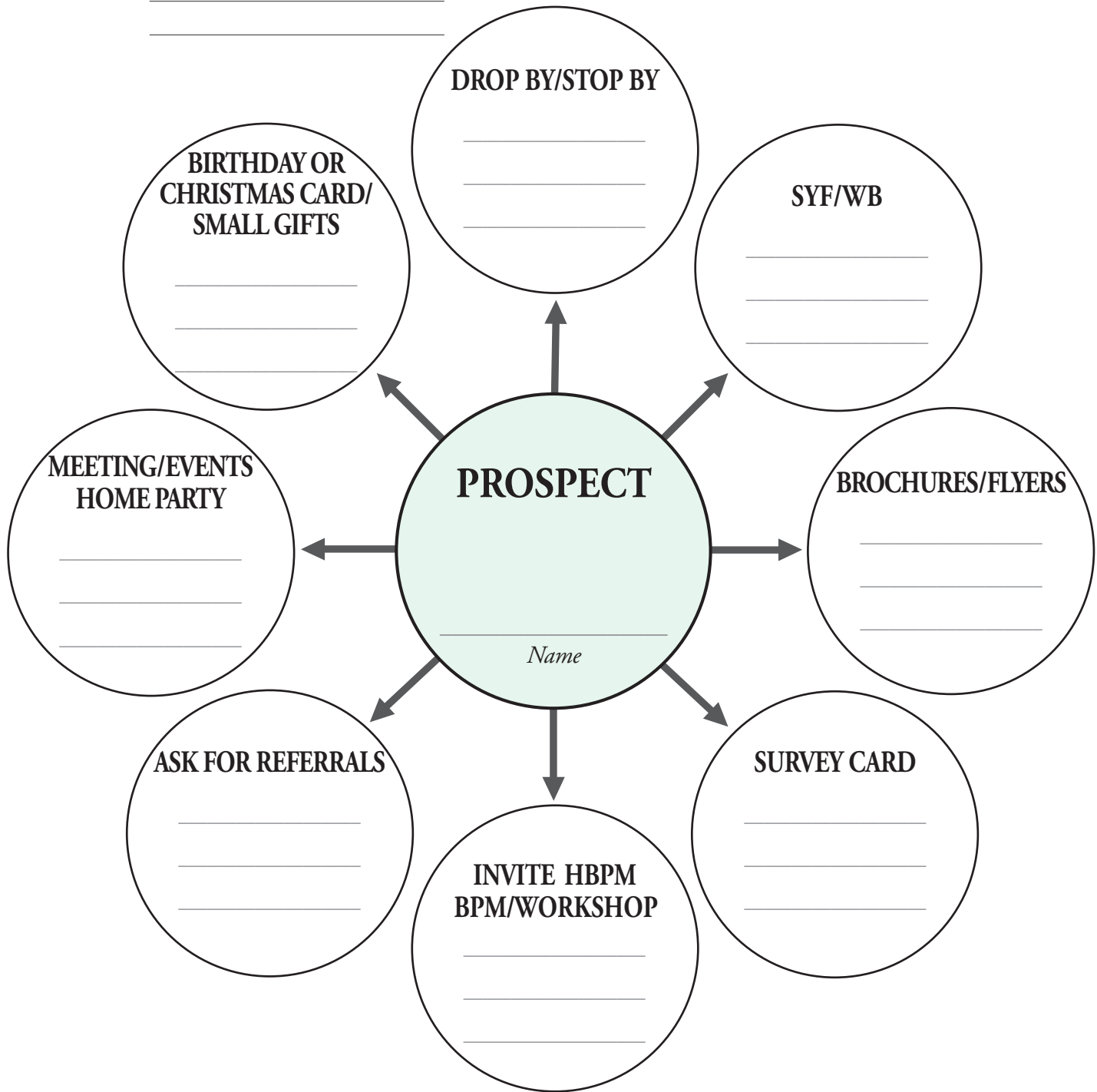
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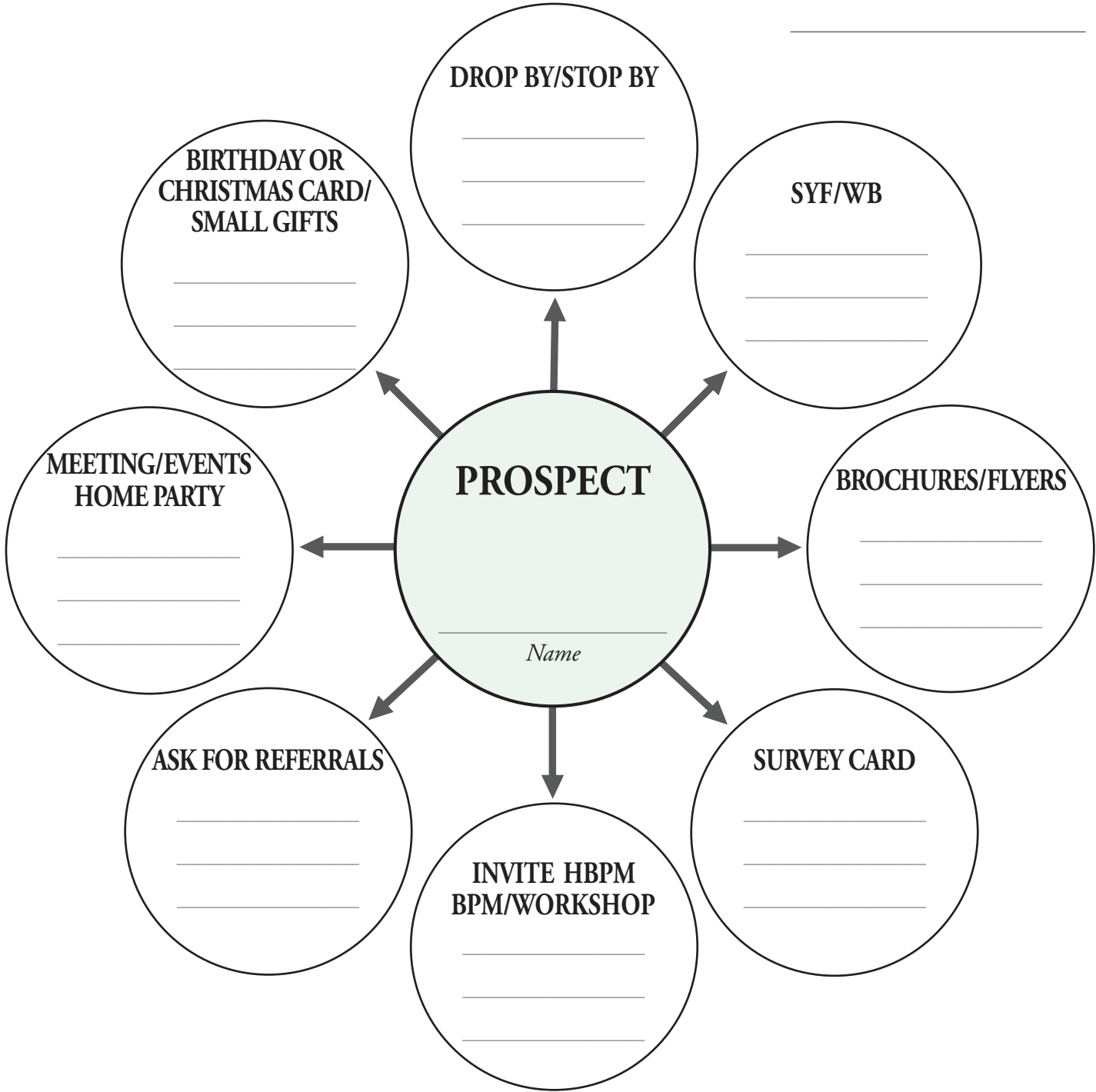
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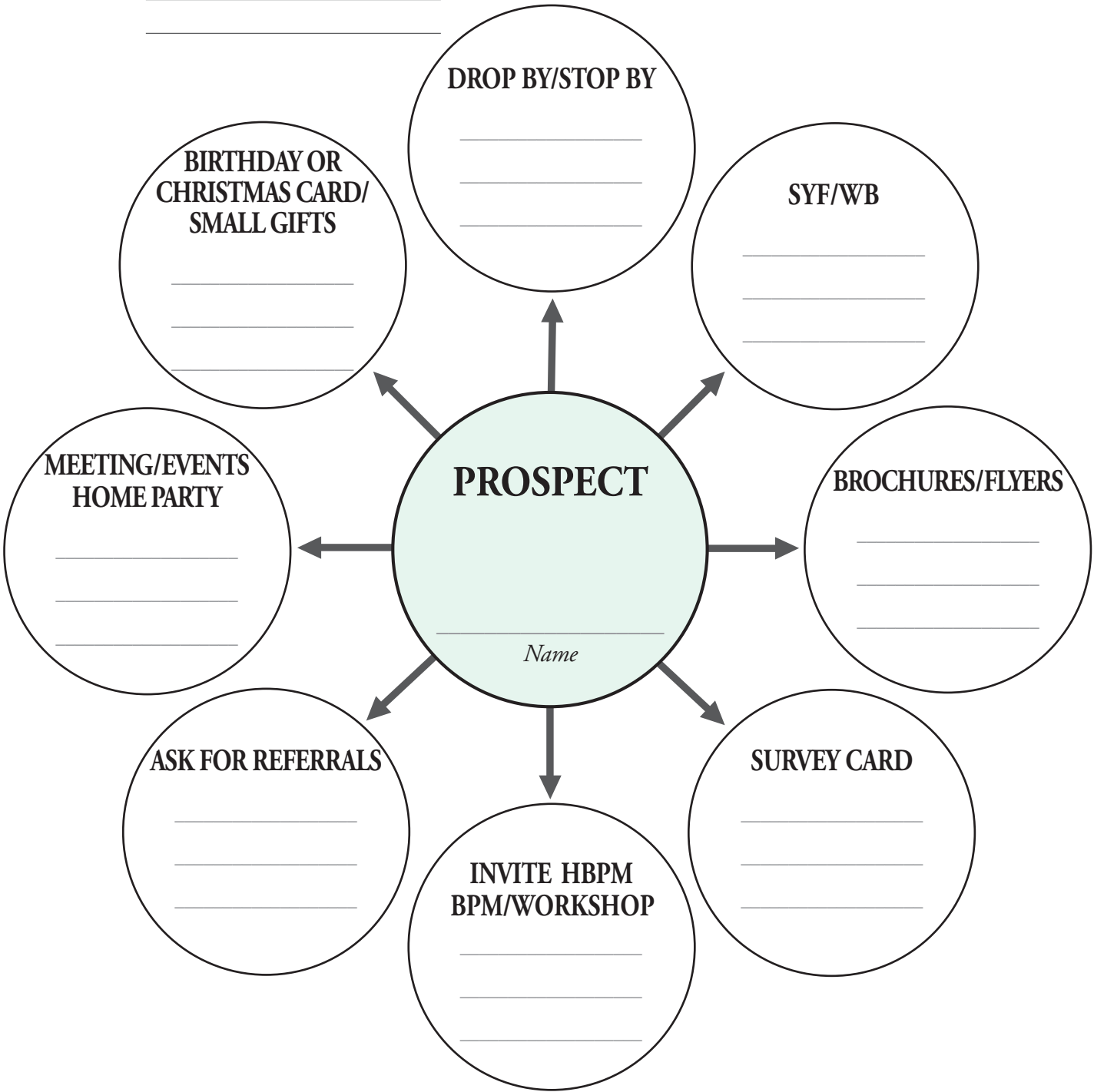
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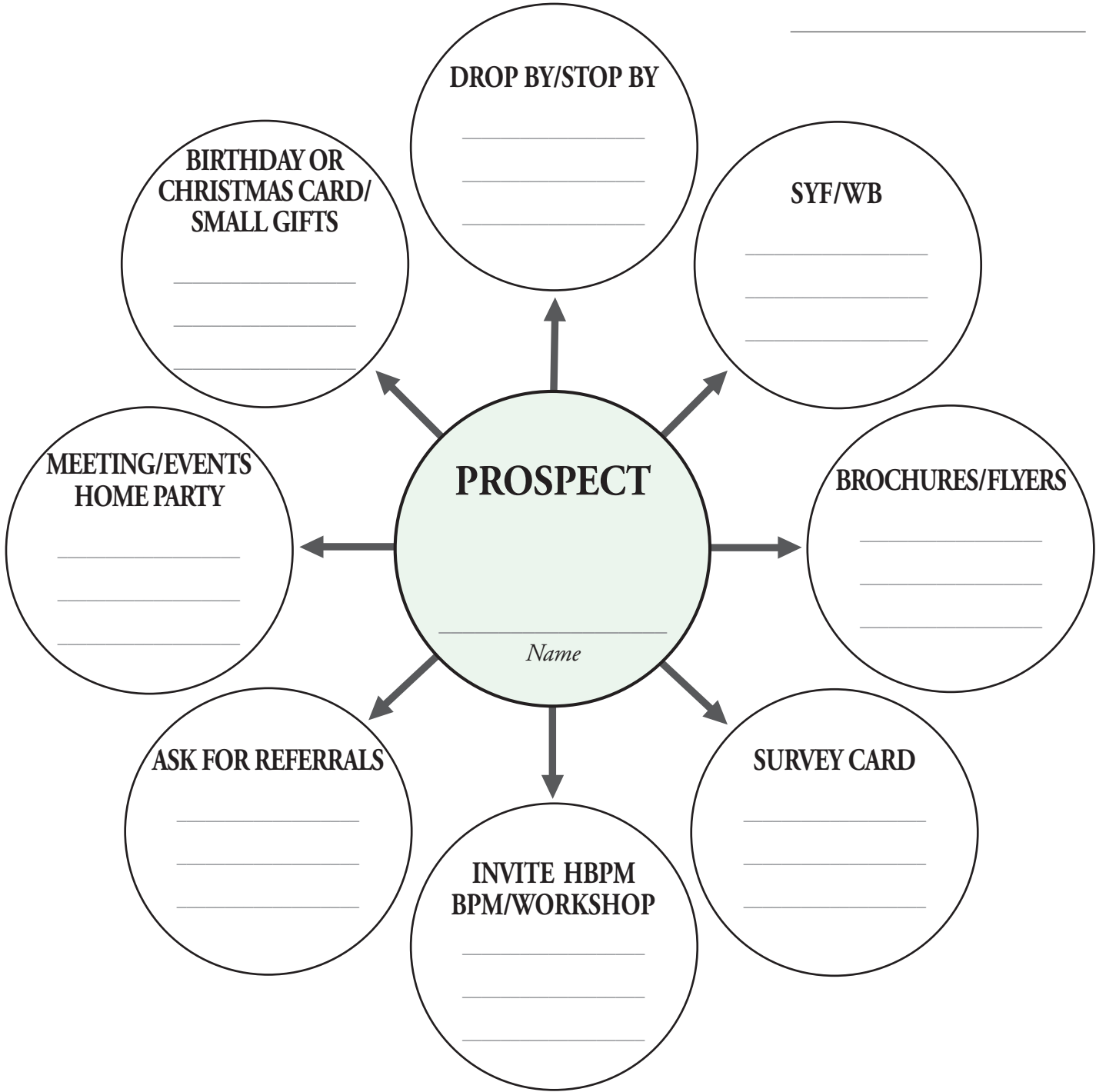
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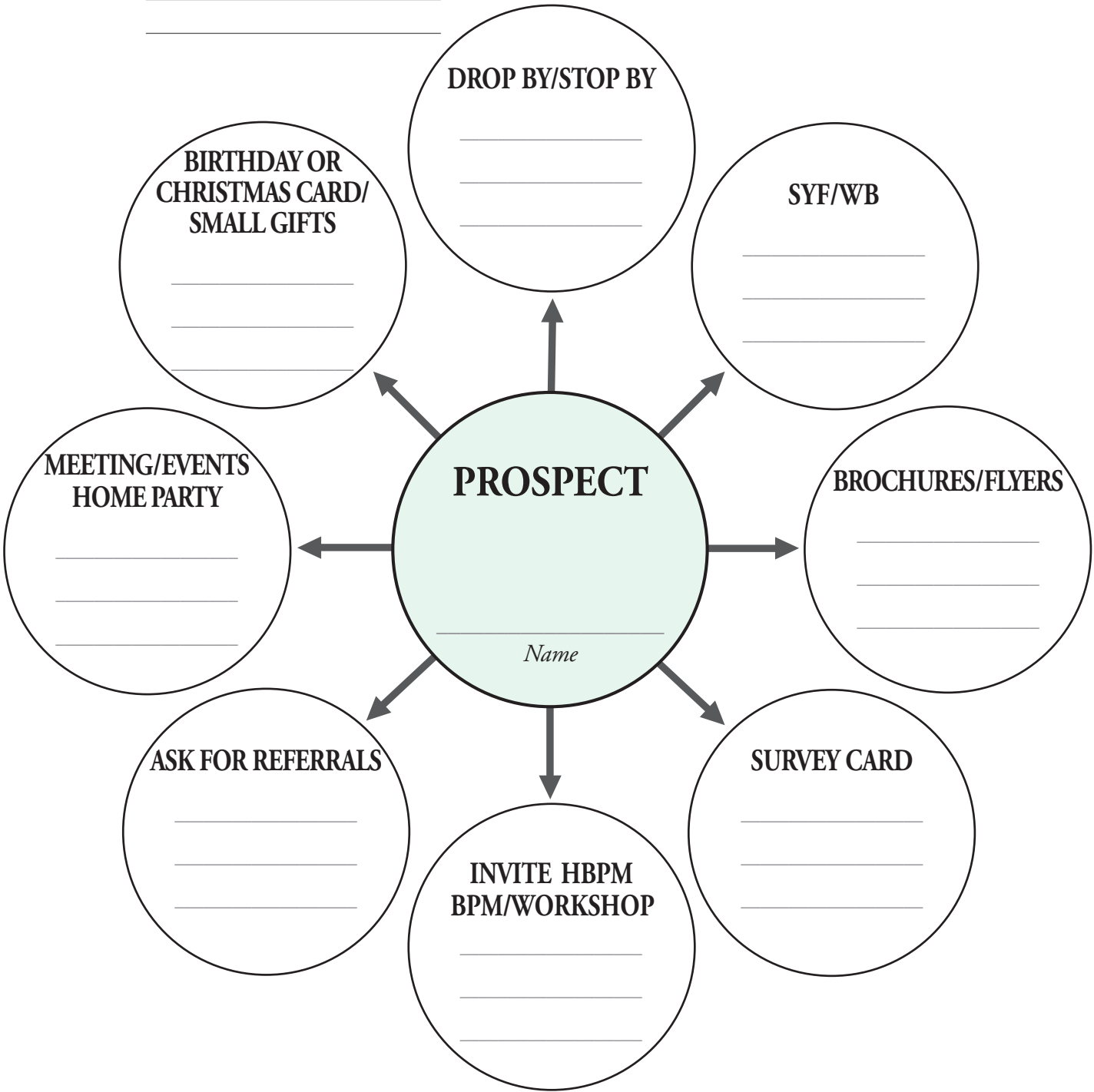
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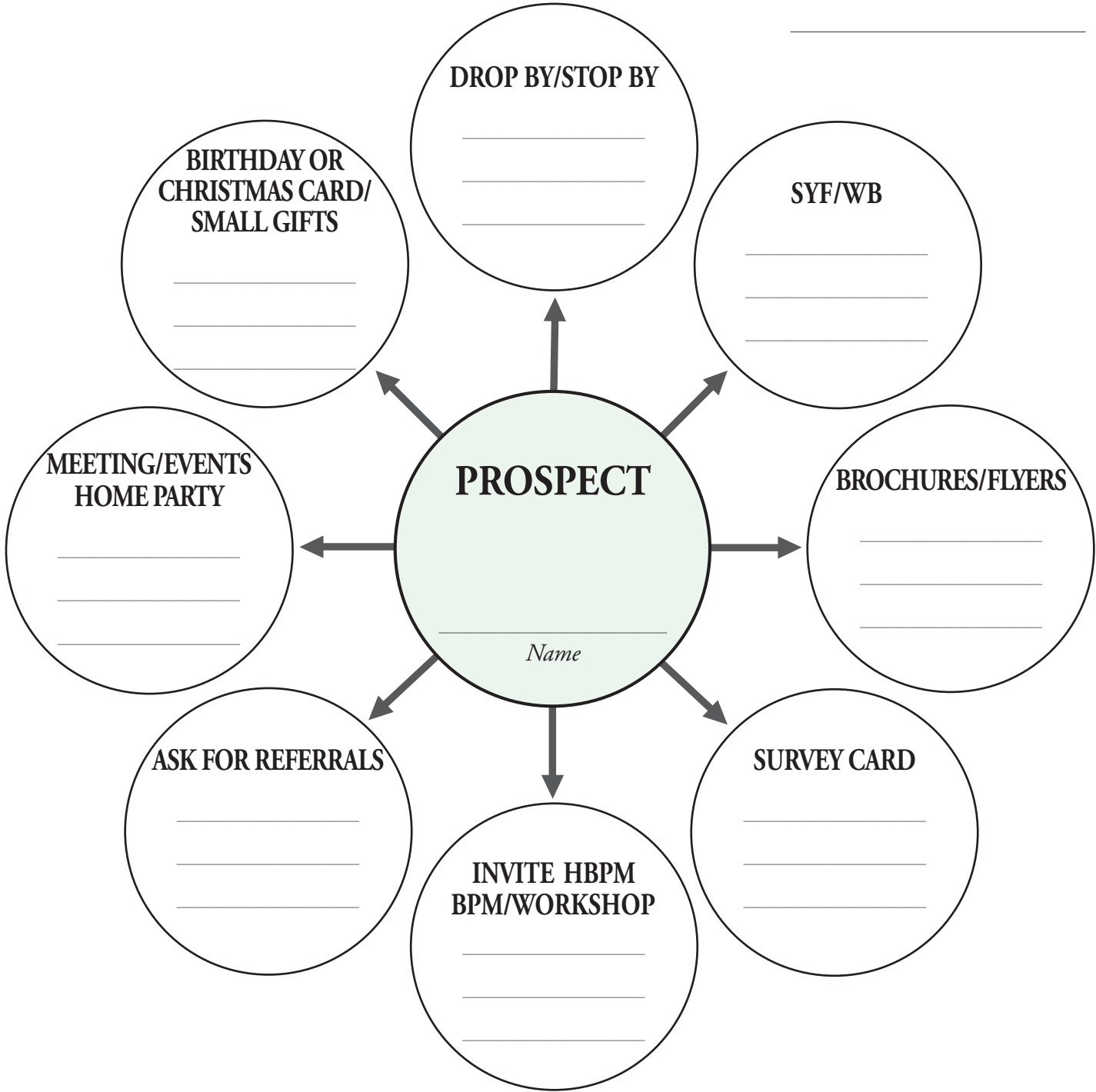
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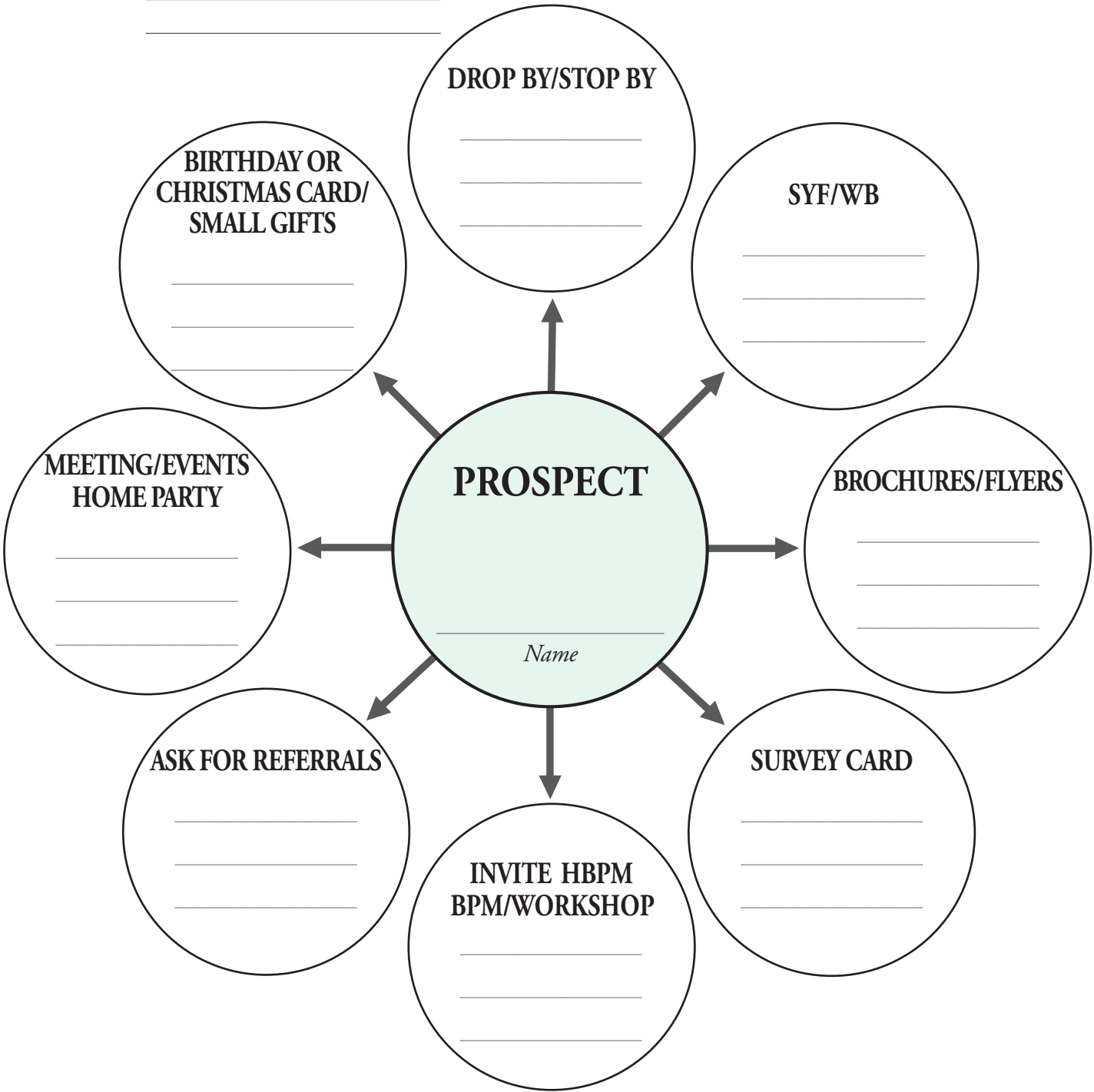
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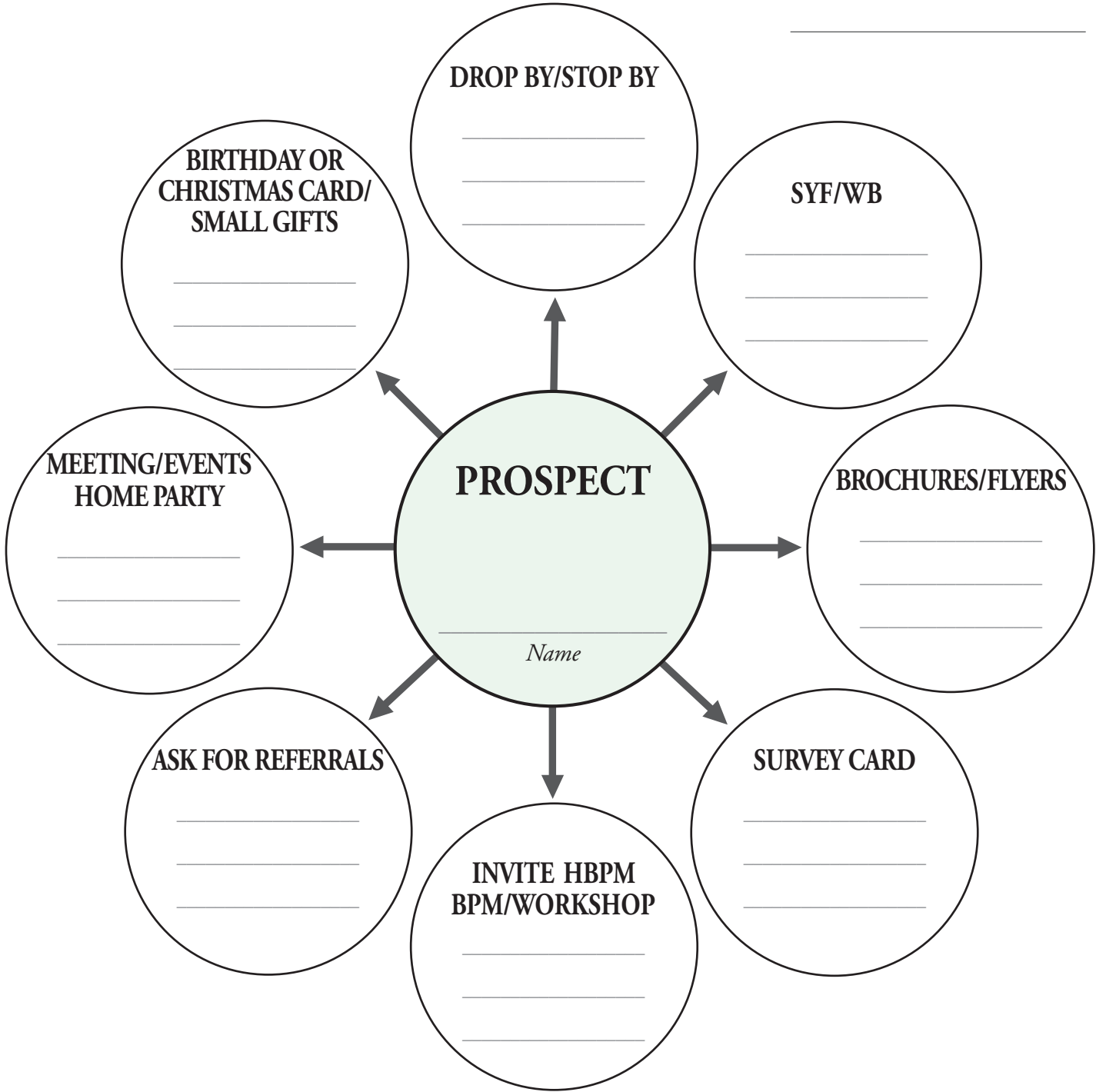
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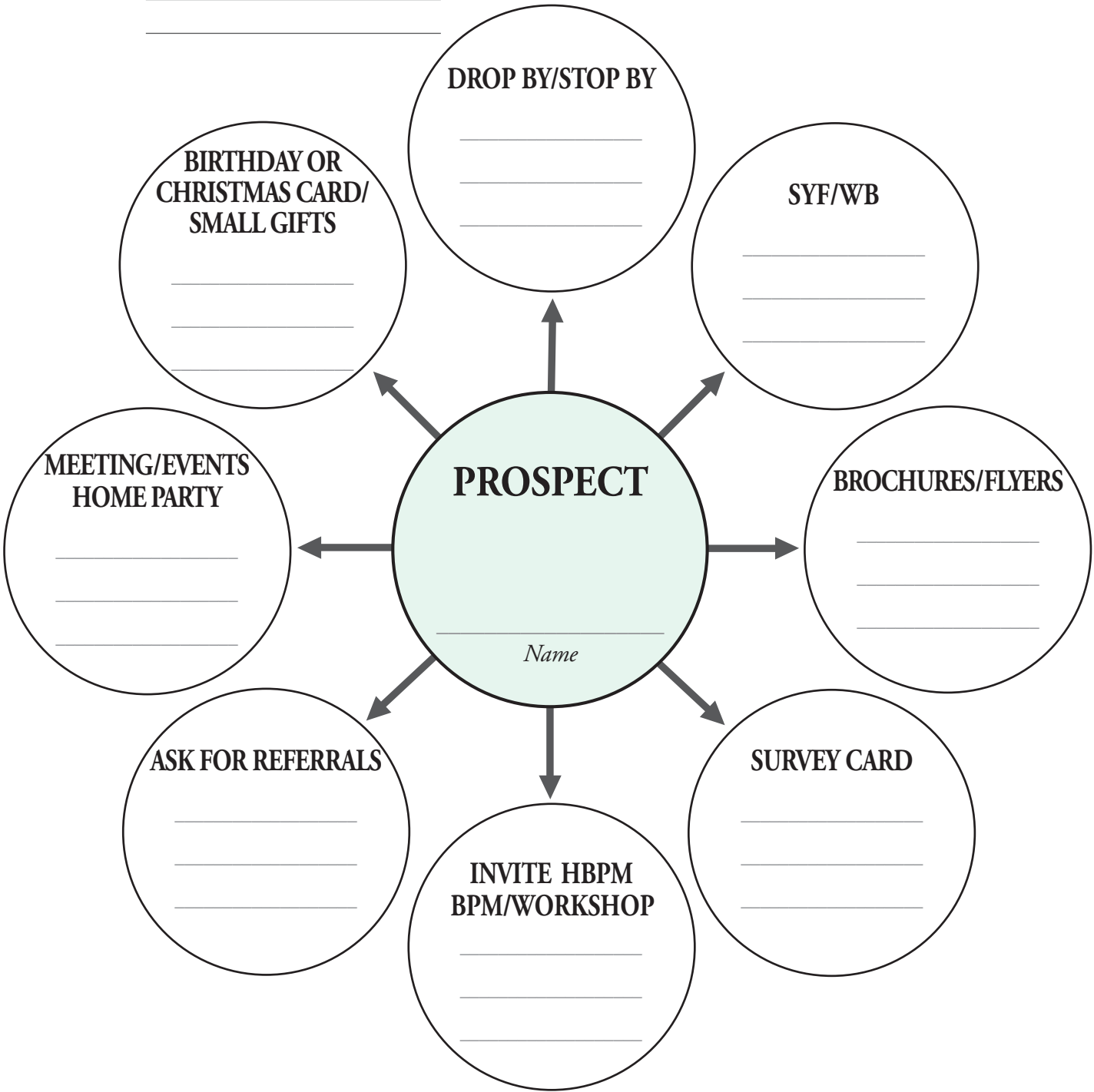
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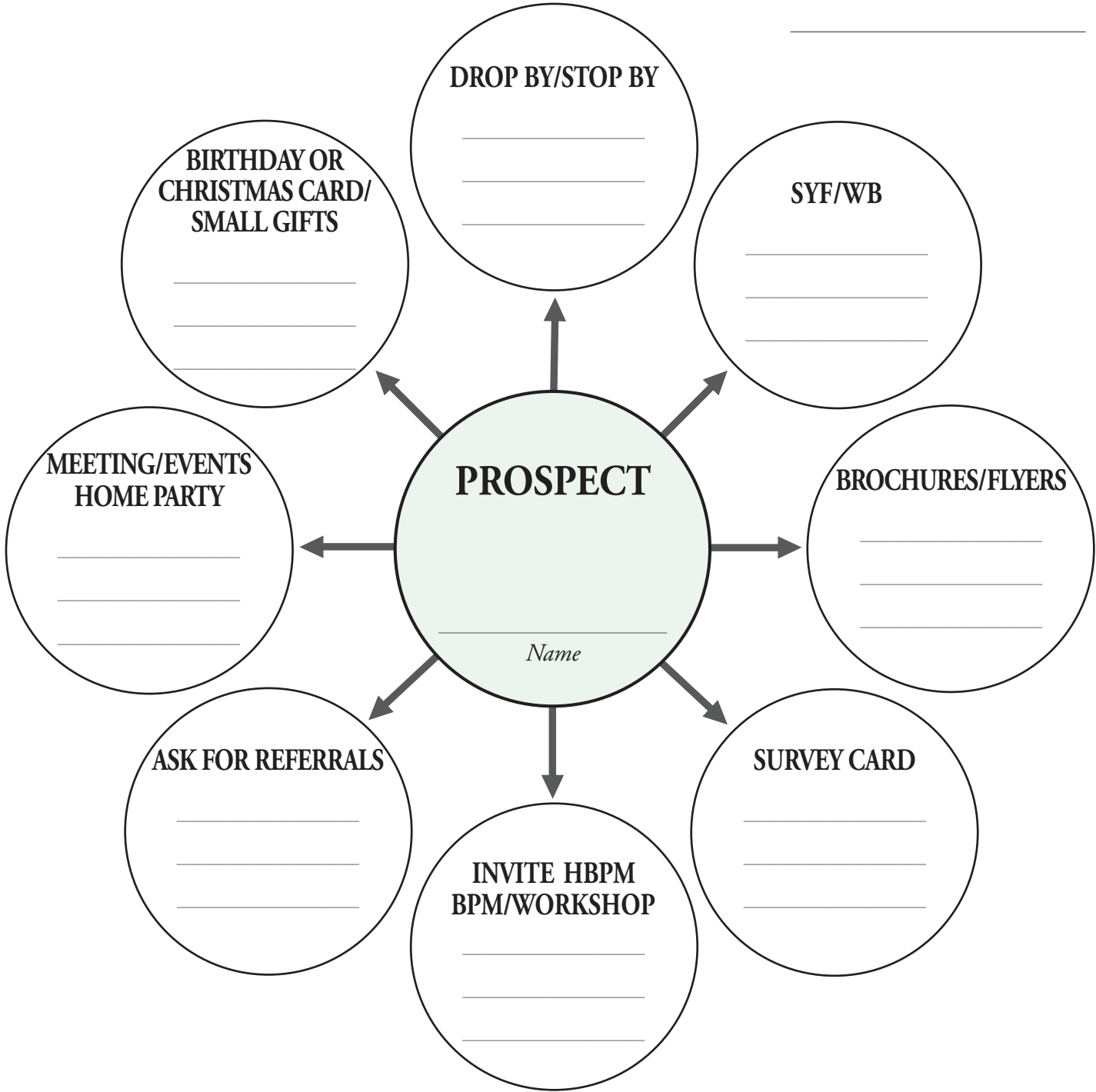
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