

THREE TO BE KEY

YOUR JOURNEY BEGINS HERE

PROMOTIONS THRU PERSONAL ACTIVITY

The goal in the first 6 months is to guarantee your promotions by writing \$15,000 of production on your own pen.

START ZipRecruiter

The number of jobs dictates the time to Key Leader!

5 Jobs = 143 days
10 Jobs = 71 days
20 Jobs = 36 days

Weekly Activity @ 10 Jobs

1st Interviews - 12
2nd Interviews - 4



THE COLBURN MASTER AGENCY

"IN ORDER TO SUCCEED,
WE MUST FIRST BELIEVE
THAT WE CAN."

CONSISTENT PRODUCTION ACTIVITY

Create a story of early success!
Activity drives results!

Weekly Activity to Submit \$15,000

219 dials
39 contacts
7 sets
6 kept
\$2,675 issued
\$3,750 submitted
3 apps

CONSISTENT RECRUITING ACTIVITY

The goal is to get to the minimum number of 1st interviews as fast as possible!

1st Interviews Completed - 122
2nd Interviews Completed - 42
Onboardings Completed - 10
Contracts Completed - 8
Unique Writers - 3



\$15,000 = \$5,000 x 3 unique writers
\$15,000 of personal production

\$30,000 target apv per month

Assuming a 65% net placed
you will achieve the 20k placed requirement

30k Target | 20k Issued

KEY LEADER

3 Writers + Yourself