



## 8 STEPS to success with NAA

### 1) **Personal Use** - Believe in what you're selling by **buying what you're selling.**

- a) Mortgage Protection on yourself - HomeCertain & Foresters on yourself
- b) MasterChoice EIUL for retirement/college planning – YOU need one or 2 of these
- c) Passport on your children
- d) Annuities
- e) COME on man ... buy a bunch .. you need it!

### 2) **Work /Show the Program**

- a) Make a LIST of Friends, Family, Former Clients
  - i) See Creating a List on [www.kitmarketing.com](http://www.kitmarketing.com)
  - ii) Put Names in Kit List
  - iii) Be on KIT user list!
- b) Make the Phone Calls
  - i) 75 to 200 phone calls per week (tick marks)
  - ii) To yield 10 to 15 appointments per week
- c) Write the Applications
  - i) Show the people that you CARE enough
  - ii) Evoke emotions and get them covered
- d) Show them how they can do what you're doing to make extra money part time – invite them to the next opportunity meeting
- e) Actively recruiting and growing a business

### 3) **Listen to Tapes, CD's or MP3's when available !**

- a) All on the NAA Website – [www.NAAOwens.com](http://www.NAAOwens.com) & [www.naarep.com](http://www.naarep.com)
- b) Download them, burn them to CD's and LISTEN to them more than once (Listen 7 times and you will comprehend 90% of the information)
- c) Make your car a rolling university of success - turn the radio off in your car and play the NAA CD's or success books on CD in your car
- d) You do what you think about the most

### 4) **Read Books**

- a) Start with the book list on the NAA website - [www.NAAOwens.com](http://www.NAAOwens.com)
- b) Read 15-30 minutes each night
- c) Work on YOU

### 5) **Attend ALL Meetings – Priority Over Writing Business or Recruiting Agents**

- a) All Teleconference Calls
- b) Weekly Agency meetings
- c) Regional Meetings and the National Convention
- d) Sign up for the NAA Email Blast

### 6) **Be Teachable**

- a) Learn the System (get on the website and teleconference calls)
- b) Change quickly by actively pursuing the knowledge
  - i) Record training on cassette or digital recorder
  - ii) Take notes
  - iii) Pursue the people who are where you want to be in life
  - iv) Shut up around a team player making more \$\$ than you
- c) Counsel with your upline team player manager monthly – draw out group
  - i) What do I need to do next?
  - ii) What do I need to change about me?

### 7) **Be Accountable**

- a) Pay all NAA bills on time
  - i) Have check protection in case of problems
  - ii) Notify your upline if your lead billing doesn't go through
- b) Build up ALL agencies
  - i) WE are a TEAM
  - ii) Rising tide raises all ships
  - iii) Never gossip
- c) Be good for your word

### 8) **Communicate with a proper positive mental attitude**

- a) With your upline team player manager
- b) Never dump negative downline or crossline
- c) Never dump-on (verbally or via email) about:
  - i) NAA Staff
  - ii) Your upline manager's staff
  - iii) Insurance carrier support staff
- d) Proper edification
  - i) NAA
  - ii) Barry, Andy and Philip
  - iii) Your Team Player Manager
  - iv) Your Team Player downline
- e) Guard your PMA from all negative
  - i) What you see
  - ii) What you hear