



FAST START GUIDE

Your Guide To Success
In Your HGI Business

START • OWN • SHARE





*“Discipline and Accountability
Leads to Ascension and Dominance.”*

– Hubert Humphrey
Founder & Architect of the System
Hegemon Group InternationalSM

Fast Start Checklist

Name: _____

Join Date: _____

HGI Code #: _____

HGI Username: _____

Field Builder: _____

Field Builder Cell #: _____

RMD: _____

RMD Cell #: _____

First 10 Days

Step 1. Target Market List

Complete Date: _____

Step 2. Business Plan/Commitments

Complete Date: _____

Step 3. Personal Financial Needs Analysis*

Complete Date: _____

Step 4. Bring 3 Guests to a BOP

Complete Date: _____

Step 5. Register For Licensing Class

Complete Date: _____

First 30 Days

Step 6. Recruit 3 People

Complete Date: _____

Step 7. Observe 3 Field Training Sales

Complete Date: _____

Step 8. Complete Licensing

Complete Date: _____

Step 9: Register for Next Big Event

Complete Date: _____

Promoted to Associate

* The HGI Financial Needs Analysis, developed by Hegemon Group International, LLC (HGI), is based on the accuracy and completeness of the data provided by the client. The analysis uses sources that are believed to be reliable and accurate, although they are not guaranteed. Discuss any legal, tax or financial matter with the appropriate professional. Neither the information presented nor any opinion expressed constitutes a solicitation for the purchase or sale of any specific security or financial service product.

For training purposes only. For internal use only.



Fast Start Worksheet

Name	Profile
	12345678

Associate Name: _____

RMD: _____

Date Completed: _____

RMD Approval: _____

	Name	Profile		Name	Profile		Name	Profile		Name	Profile
1		12345678	26		12345678	51		12345678	76		12345678
2		12345678	27		12345678	52		12345678	77		12345678
3		12345678	28		12345678	53		12345678	78		12345678
4		12345678	29		12345678	54		12345678	79		12345678
5		12345678	30		12345678	55		12345678	80		12345678
6		12345678	31		12345678	56		12345678	81		12345678
7		12345678	32		12345678	57		12345678	82		12345678
8		12345678	33		12345678	58		12345678	83		12345678
9		12345678	34		12345678	59		12345678	84		12345678
10		12345678	35		12345678	50		12345678	85		12345678
11		12345678	36		12345678	61		12345678	86		12345678
12		12345678	37		12345678	62		12345678	87		12345678
13		12345678	38		12345678	63		12345678	88		12345678
14		12345678	39		12345678	64		12345678	89		12345678
15		12345678	40		12345678	65		12345678	90		12345678
16		12345678	41		12345678	66		12345678	91		12345678
17		12345678	42		12345678	67		12345678	92		12345678
18		12345678	43		12345678	68		12345678	93		12345678
19		12345678	44		12345678	69		12345678	94		12345678
20		12345678	45		12345678	70		12345678	95		12345678
21		12345678	46		12345678	71		12345678	96		12345678
22		12345678	47		12345678	72		12345678	97		12345678
23		12345678	48		12345678	73		12345678	98		12345678
24		12345678	49		12345678	74		12345678	99		12345678
25		12345678	50		12345678	75		12345678	100		12345678

Profile: (1) 25+ Years (2) Married (3) Children (4) Home Owner (5) Solid Business Background (6) Income (7) Dissatisfied (8) Entrepreneurial

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Top 25 Worksheet

Associate Name: _____

RMD: _____

Date Completed: _____

RMD Approval: _____

	First Name	Last Name	R/F/A ¹	Phone Numbers	Profile ²	Hot Button ³	One on One	BOP	Comments
1					12345678				
2					12345678				
3					12345678				
4					12345678				
5					12345678				
6					12345678				
7					12345678				
8					12345678				
9					12345678				
10					12345678				
11					12345678				
12					12345678				
13					12345678				
14					12345678				
15					12345678				
16					12345678				
17					12345678				
18					12345678				
19					12345678				
20					12345678				
21					12345678				
22					12345678				
23					12345678				
24					12345678				
25					12345678				

1 (R) Relative (F) Friend (A) Acquaintance

2 Profile: (1) 25+ Years (2) Married (3) Children (4) Home Owner (5) Solid Business Background (6) Income (7) Dissatisfied (8) Entrepreneurial

3 Hot Button: Prospect's Hot Issue(s) beyond Profile (i.e. – unemployed, family, etc.)

Business Plan and Commitments

Your Written Statement (Your “Why” for doing this business):

Your Action Plan (The Measurable Weekly Items That You Can Track)

1. Number of Phone Calls To New Prospects

2. Number of Follow-Up Calls to Old and New Prospects

3. Number of Confirmed Invitations to the BOP

4. Number of New Contacts: Social Media Posts, Networking Events, etc.

5. Monitor Results: Number of Recruits and Sales for the Week

6. Attend Leadership Live and Support Your Local Team Calls

Begin Field Training

Match Up with a Field Builder for Field Training

Observe at minimum of three Field Training sales with a Field Builder.

_____ Client Name	_____ Complete Date	_____ BV Points
_____ Client Name	_____ Complete Date	_____ BV Points
_____ Client Name	_____ Complete Date	_____ BV Points
_____ Client Name	_____ Complete Date	_____ BV Points
_____ Client Name	_____ Complete Date	_____ BV Points

Bring 3 Guests To The BOP

A BOP can be at the Office, at the prospect's home or online.

_____ Prospect Name	_____ Attended Date	_____ Cell Phone Number
_____ Prospect Name	_____ Attended Date	_____ Cell Phone Number
_____ Prospect Name	_____ Attended Date	_____ Cell Phone Number
_____ Prospect Name	_____ Attended Date	_____ Cell Phone Number
_____ Prospect Name	_____ Attended Date	_____ Cell Phone Number

The Leadership Format System

The Blueprint for Success

The rapid relentless repetition of these 6 simple recruiting steps can lead to the building of a giant distribution team.

The Continuous Opening of Outlets The LFS 6 Steps

Step 1 Prospecting

- **Leader** controls prospect list development.
- **Leader** paints a picture of how the team will be built.

Step 2 The Approach/Contact

- **Leader** controls the point of contact.
- **Leader** helps start the Video Drop System/"The Play".

Step 3 The Presentation

- **Leader** runs the Business Opportunity Presentation (BOP).
- **Mozone** converts the prospects.

Step 4 The Follow-Up

- **Leader** guides new Associate through Speed Filters 1-4.

Step 5 The Start-Up

- **Leader** gets new Associate off to a Fast Start by quickly completing Speed Filters 5-8.

Step 6 Duplication

- **Leader** gets new Associate through the entire LFS Success Cycle over and over again.



The Simultaneous Production Through the Outlets The Eight Speed Filters

The Follow-Up Process

(Complete Filters 1-4 within first 24-48 hours.)

Filter 1 Stay After the Meeting

Filter 2 Get a Decision Kit

Filter 3 Set a Get Started Interview

Filter 4 Keep Appointment and Sign Up

The Start-Up Process

(Complete Filters 5-8 within next 24-48 hours.)

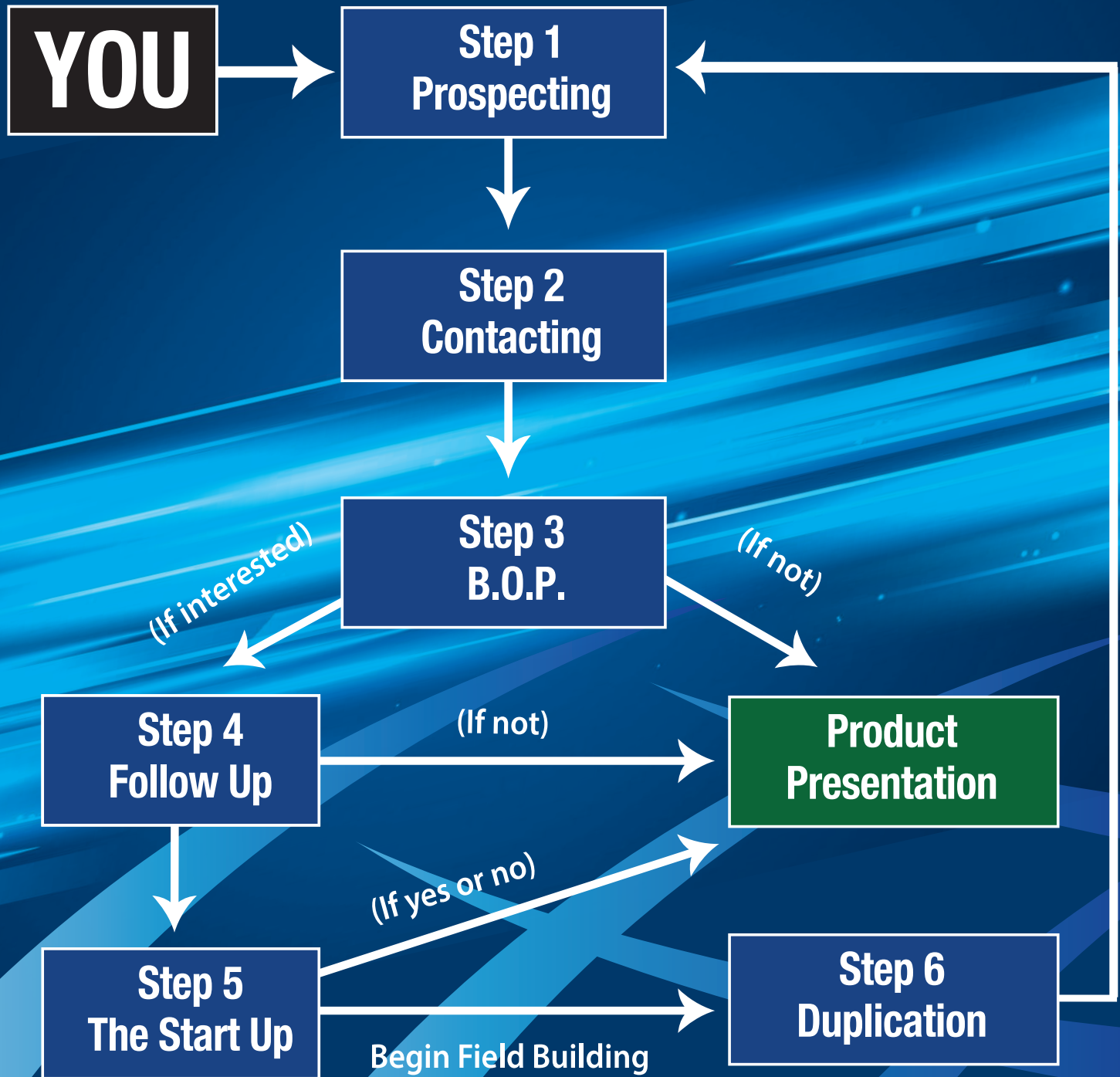
Filter 5 Develop a Prospect List (Step 1)

Filter 6 Set Goals/Create Business Plan (Find the "Why")

Filter 7 Do Financial Needs Analysis (FNA) Internal Consumption As Needed

Filter 8 Match-Up with Field Builder to Qualify for Associate Promotion

The LFS Flow



Notes:

[illegible]

Notes:

[illegible]



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