

Gary Team Orientation

4-11-2015



For internal use only



OUTLINE

- **Welcome to the Team**
- **Who are we?**
- **What do we do?**
Overview of Our Major Lines Products
- **WFG vs Traditional Financial Firm?**
- **Compensation & Promotion**
- **WFG vs MLM?**
- **How to Start?**



Congratulations and Welcome

WFG works! Many have proved it! It's your turn now!



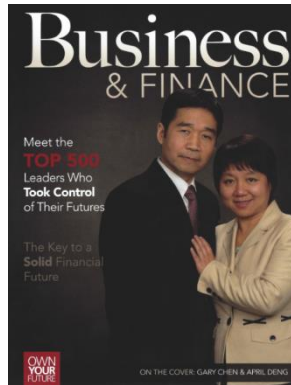
Andy & Linh Ngyuen

Maryland,
IBM engineer, made 1M/yr part
time at WFG.
Now > 3 M/yr



Wan & Lucy Yang

Houston, TX
Previous Career:
Ph.D., Scientist
Now \$2,800,000/yr



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apriideng@hotmail.com

微信群: (Gary Team) WFG

微信群: 理财知识群 1 & 2



Connie Chen & Victor Yue

Sunnyvale, CA
Previous:

0 English, knew 0 people in US.

Didn't drive. Now \$1,500,000/yr



NY chef

No schooling
33 times for license

But now SMD, 100K/yr

I'm proud of you for taking charge of your life. **From now on, things are going to be different for you and your family!**

WFG Websites and Group Notification

MyWFG.com <https://www.mywfg.com>

The WFG Opportunity

<http://www.wfgopportunity.com/>

WFG Pulse and other Apps

Best Benefit Solutions: MORE <http://bestbenefitsolutions.com/index.html>

WeChat

GroupMe

Webex



我们是哪个行业？能做多大？

One of the Largest Industries
in the World...

Over \$63
Trillion

Total Financial
Services Industry

*Provides Jobs for
7.6 Million Americans*

\$1 trillion is over \$200 billion more than
the GDP of Australia (\$795,305).

63 Trillion = 78 x Australia's GDP



stry impacts America everyday in countless ways.

10 Largest Industries in the US in 2013

1. Health: \$21.8 billion Revenue
2. IT Service: \$19.3 billion
3. Business Products and Services: \$18 billion
4. Energy: \$17.5 billion
- 5. Financial Services: \$17.2 billion**
6. Human Resources: \$12.3 billion
7. Logistics and Transportation: \$11.1 billion
8. Consumer Products and Services: \$10.7 billion
9. Construction: \$10.3 billion
10. Telecommunications: \$9.4 billion

Baby Boom Generation

76 Million People*

Born From 1946-1964

They Will Retire Within
18 Years of Each Other...

- Protect & Grow Assets
- Income Distribution
- Wealth Transfer
- Encore Career

- One Every 7 Seconds
- 10,900 Per Day turn 65

70
Percent

America's
Wealth %
They Control**

Do Not Have
a Financial
Advisor ***

58
Percent

90
Years

Average
Lifespan



AEGON, TFA, WFG >

#1: Walmart

#31: Allianz

#49: ING

#147: AEGON

#195: Intel

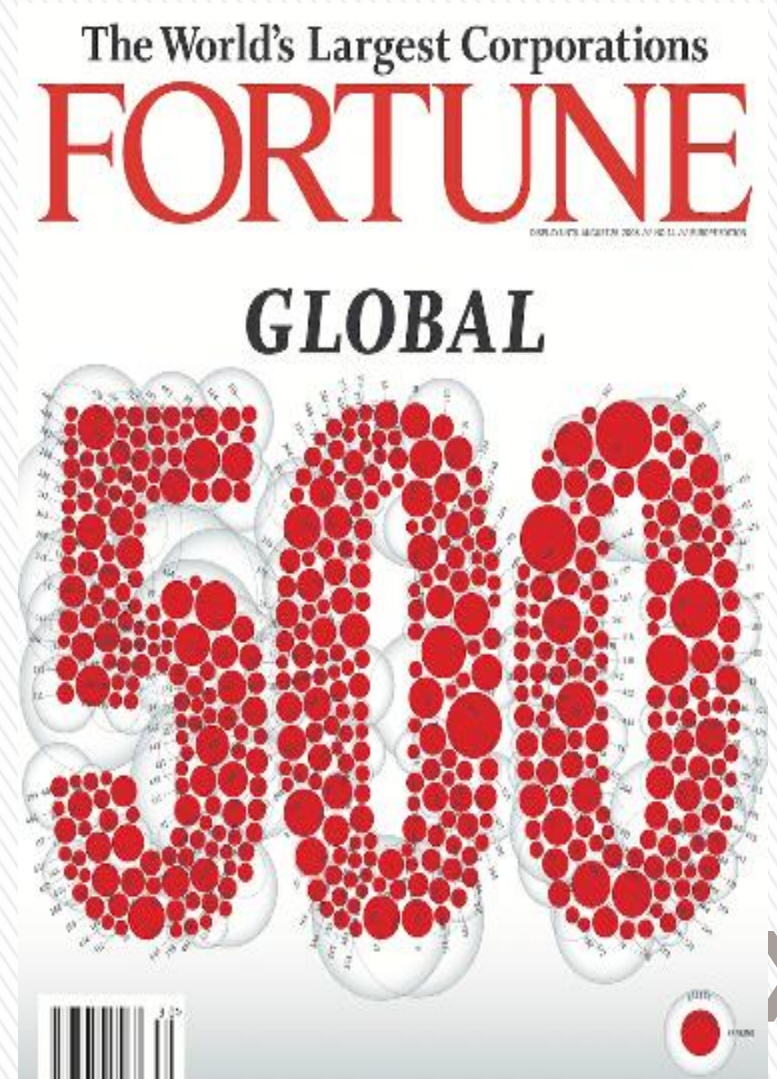
#228: Schlumberger

#324: New York Life

#412: Halliburton

#434: Macys

Year2014:



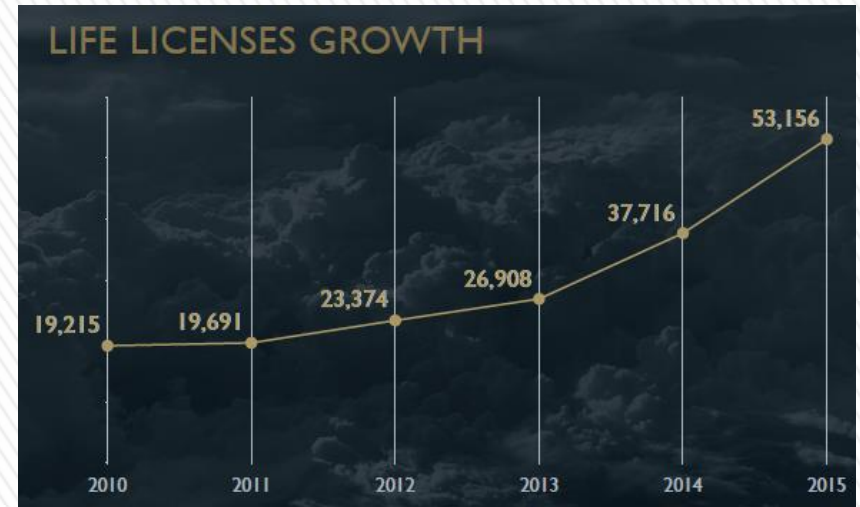
Dutch Insurer Aegon Replaces Generali on 'Too Big to Fail' List

Move by the Financial Services Board implies tougher regulatory scrutiny for Dutch group

<http://www.wsj.com/articles/dutch-insurer-aegon-replaces-generalis-on-too-big-to-fail-list-1446550314>

1. 泛美保險/荷兰全球保險集团(Transamerica/ Aegon N.V.)
2. 安联保險 (Allianz SE)
3. 美国国际集团(AIG)
4. 友邦保險集团(AIA)
5. 大都会集团(MetLife)
6. 保德信金融集团(Prudential Financial)
7. 法国安盛保險(AXA Group)
8. 英国保诚集团(Prudential PLC)
9. 英杰华集团(AVIVA)

WFG has been growing 30% every year in the past 3 years!



**CHOOSE
VERY**
CAREFULLY
WHO YOU
LISTEN TO



Story:
An Eagle
Raised as a
Chicken

“Don’t let someone
who gave up on
their dreams, talk
you out of going
after yours”



What do we do?

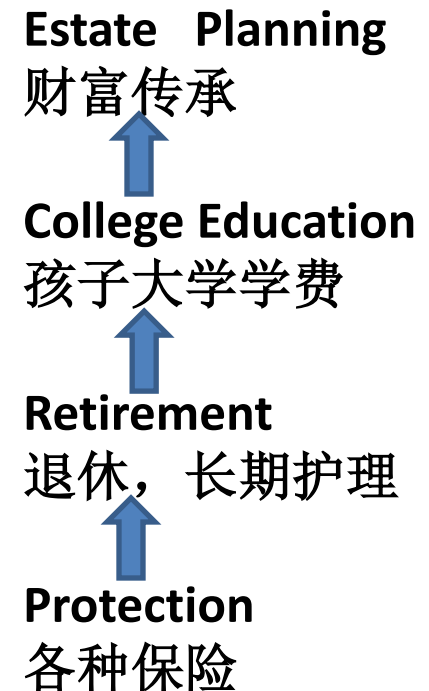
We specialize in helping people

- Saving on taxes 合法避税
- making their money work harder for them without risk 钱生钱
- achieving their financial goals 实现财务目标

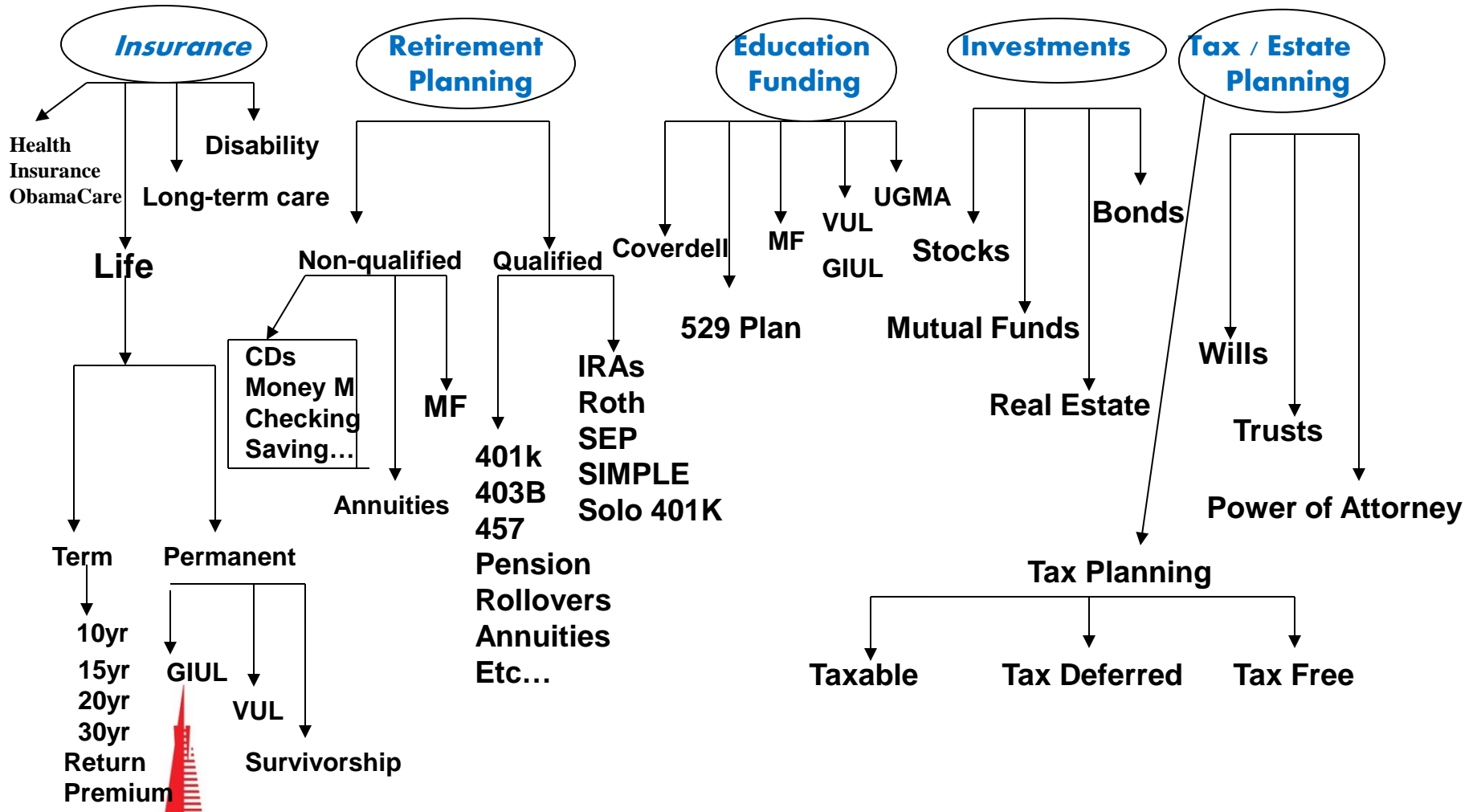


What do we do?

We Help People Their Build Their Financial House!



Financial Planning Product Chart



Strategic Alliances to Help Serve Our Clients

Retirement & Investment



Insurances



Active Management



Referral Partners



200+ providers!
3000+ solutions!



WFG Products & Services-1

WFG代理的产品-1

No need for license 不需要执照

- Debt Management 债务管理: **DebtAmerica**
- Property and Casualty insurances 房屋保险和汽车保险: **BOLT**
- Education consulting 教育咨询: **HIFE**
- Estate Planning and Protection 财富传承和保全: **Netlaw and Legacy Shield**

License: General Lines – Life, Health and Accident 保险执照

- Life Insurances: Term, Whole Life, Universal Life, IUL (indexed Universal Life) 也就是说除了VUL (Variable Universal Life) 之外的所有人寿保险。
- Long-term care insurances: 长期护理保险
- Fixed Annuities: 固定年金计划
- Indexed Annuities: 指数年金计划, 包括目前很受欢迎的New Heights 产品
- Health Insurance: 医疗保险
- Dental Insurance: 牙医保险
- Travelers' Insurances 留学生和短期访问者保险

WFG Products & Services-2

WFG代理的产品-2

Security License Series 6 & 63

- Variable Universal Life Insurance
- Variable Annuities
- 401 (K) and other employer-sponsored retirement plans
- Mutual funds
- 529 education funds

Series 7 or 65 license

- Active management
- Fee-based investment advisory services
- Trading stocks (series 7)

WFG

INS./INV. CO

MetLife/ Edward Jones

REQUIREMENTS

PART/FULL TIME
NO QUOTA

FULL TIME
QUOTA

PRODUCTS

FINANCIAL ANALYSIS
VUL/IUL/TERM/LTC/ANNUITIES
(Many products)

SELL PRODUCTS
WHOLE LIFE/TERM

MARKETING

WARM MARKETS
RELATIONSHIP
BROKER/DEALER
(available 17/7)
REPRESENT CLIENTS
EVERYONE IS CLIENT

WARM→COLD MARKETS
ADVERTISEMENTS
AGENT
OWN COMPANY
ONLY RICH PEOPLE



WFG

INS./INV. CO

MetLife/ Edward Jones

COMPENSATION

35% TEMPORARY

80% PERMANENT

CONTINUAL COMMISSION

OVERRIDES

TEAM WORK

MORE TIME/PLACES

OWNERSHIP

EXPANSION & DUPLICATION

BASE SALARY FIRST MOS

50% FOREVER

NO RESIDUAL

(You boss has it!)

NO

YOURSELF ALONE

LIMITED TIME/PLACE

(You have a territory!)

NO

NO NO

For internal use only

Why Business?

为什么要做生意？



4 Ways To Make Money, Which One You Choose?

四个象限，你选择哪个？



Employee

E - 打工
为人提水

B - 企业家
系统管道

Business Owner

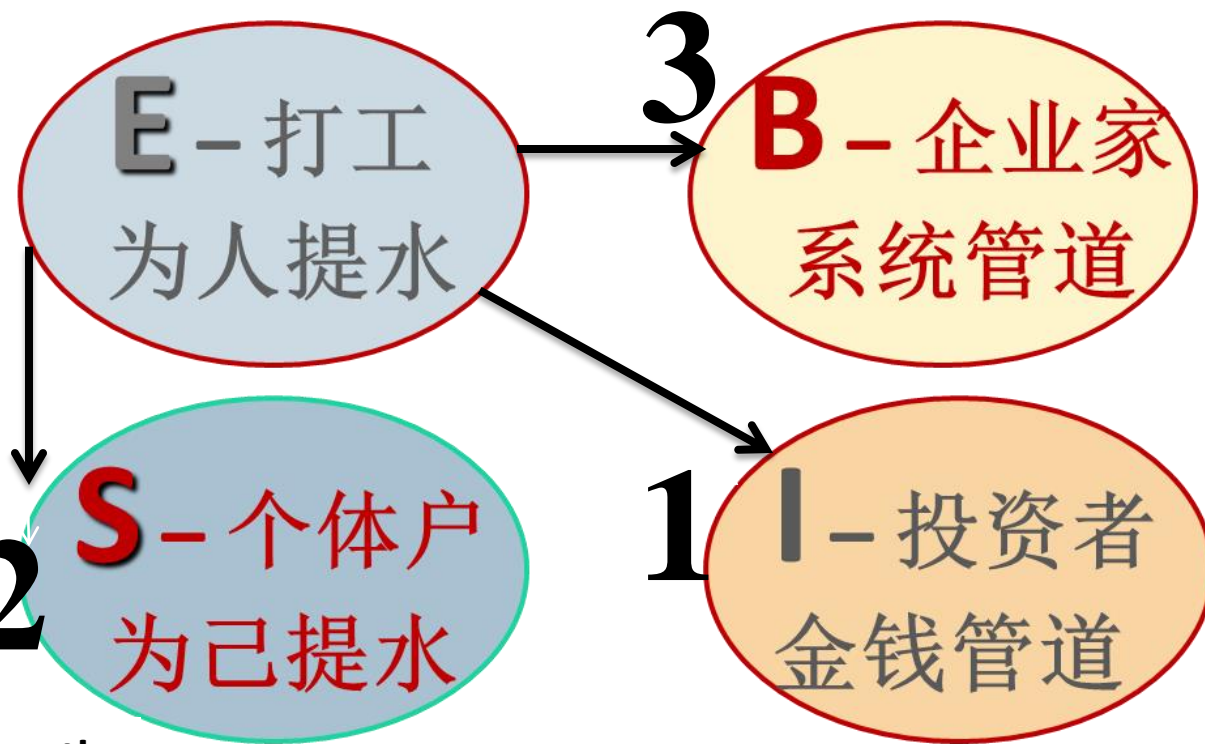
Self-Employed

S - 个体户
为己提水

I - 投资者
金钱管道

Investor

我们公司三个机会



Build a team of 64,
you'll have 4 leaders!

\$ 1000 / agent

4 x \$1000

\$50,000/yr

PFS

\$1million X 5%
= \$50,000

License
How to ...?

A: 1 client /w
\$1000 x 4
\$50,000/yr

SA: 2 clients/month
SMD: 1 client/month

Level	Advantage	Privileges/Benefits
Associate Members	Save Money & Get Financial Education	<ul style="list-style-type: none"> ● Corporate Discounts ● Shop for your own: auto/home/pet/medical/business insurances/legal services/college consulting ● Earn Referral Income ● Life Time Financial Education taxation, education planning, retirement, long-term care, social security, Obamacare, life insurances, asset protection and estate planning, ● Tax deductions
Professional Members	Make Great \$ with Financial Services	<ul style="list-style-type: none"> ● Licensing, Administration and Technology Support ● Access to All Major Providers and Products ● Learn to Master a Proven System ● Get Coaching and Mentorship
Business Ownership in New Industry	Own Your Future & Become Financially Independent	<ul style="list-style-type: none"> ● A Multi-Million Dollar Opportunity

How do we make money?

Before you become SMD, there are **4** ways to make money. After you become SMD, you'll qualify for bonus pools and overrides.

1. Commission:

Entry Level – TA : $\$4823 \times 30\% = \1447

Associate: $\$4823 \times 45\% = \2170

SMD: $\$4823 \times 81\% = \3906

2. **Renewal:** You earn a residual income at policy renewal

$\$4823 \times 2\% = \96 for 15 yrs !



3. Trail: Retirement accounts

- For example when you help a former employee of XY company to roll over \$300,000

Initial commission = $\$300,000 \times 5\% \times 45\% = \$6,750$

10 yrs later, his account grows to \$400,000

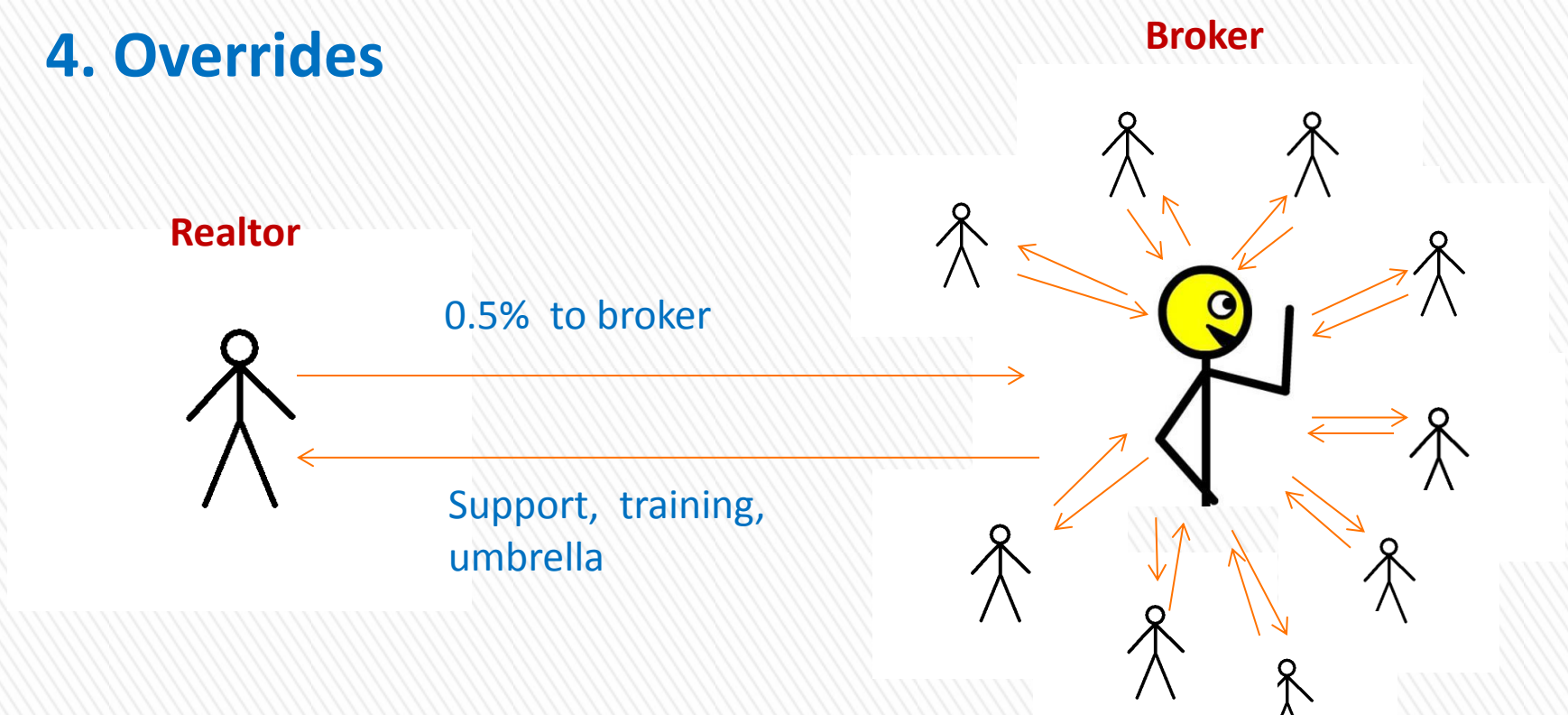
$\$400,000 \times 0.75\% = \$3,000/\text{yr}$. You get 0.75% of the whole portfolio value, **for as long as the account stays open.**

- How about if you have 2000 such clients (2 in a month for 15 yrs)?

$\$3,000 \times 200 = \$600,000/\text{yr}$ Passive income!



4. Overrides



Sells a 300K house
 $300 \times 3\% = \$9000$ gross commission
\$7500 net commission

Sells 0 house himself, but each agent sells 1 house, 300K each. If 10 agents
 $0.5\% \times 300,000 \times 10 = \mathbf{\$15,000}$ /month
If 20 agents, **\$30,000**/month

WFG encourages you to become a broker and build your own agency within the company!

$2\% \times \$3000 \times 500 = \$30,000$ /month

$2\% \times \$3000 \times 2000 = \$120,000$ /month



RECRUITING OPENS AN UNLIMITED MARKET



Double Role problem

Run out of market quickly



WFG doesn't work.

Model Agent

VS

Model Broker

Step 1: Prepare for license exam

Step 2: Pass License

Step 3: Make a list and call the list.

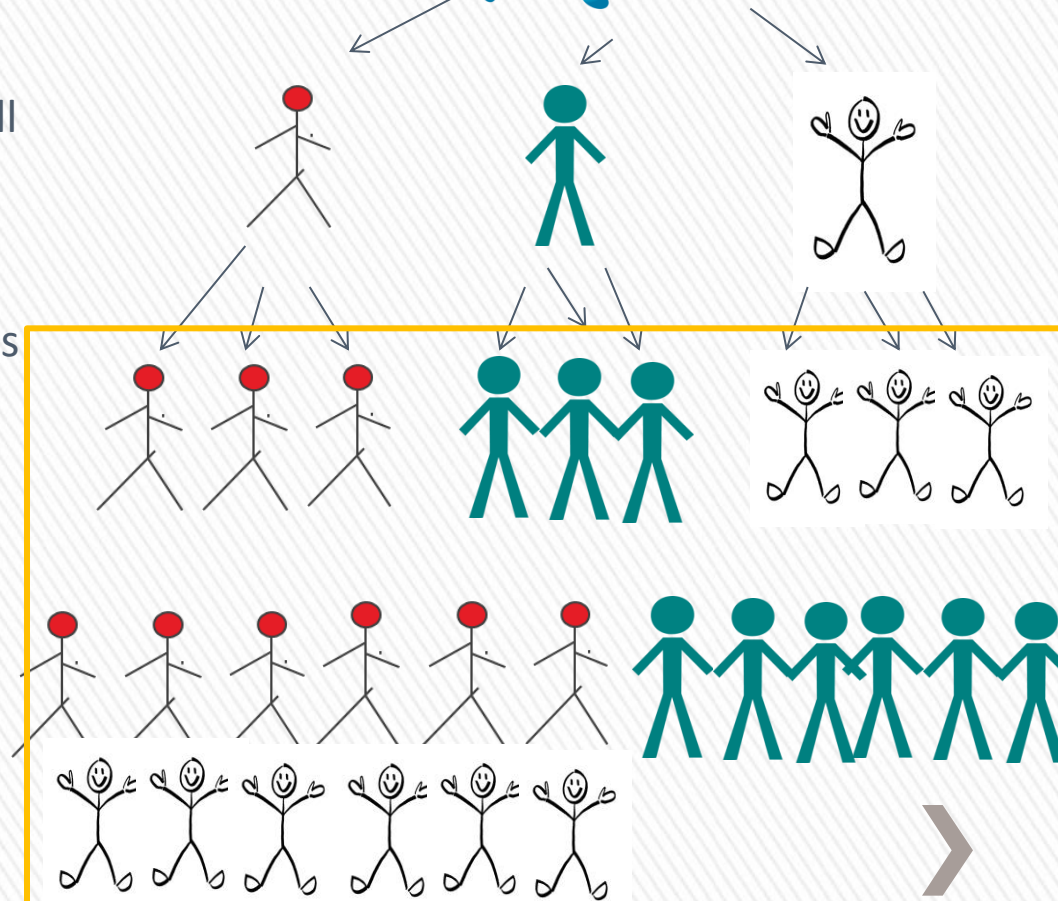
Step 4: Cold call.

Step 5: Die out of business

Step 6: Residual & Renewals to boss.



10 field trainings
Attend BPMs
Pass license exam



27 teammates Bob doesn't personally know!
27 new potential clients and sources of clients!

WFG Compensation

Base Shop

Title	<i>Fixed: WRL</i>	<i>Based on 100% Table</i>	
	Basis Points	Fixed: Other	Variable
Training Associate	30	25	25
Associate	45	35	35
Senior Associate	55	45	45
Marketing Director	62	50	50
Senior Marketing Director	81	65	65

Generational Overrides

Level	<i>Fixed: WRL</i>	<i>Based on 100% Table</i>	
	Basis Points	Fixed: Other	Variable
1 st Generation	17	12	10
2 nd Generation	8	6	5
3 rd Generation	5	4	3
4 th Generation	3	3	2
5 th Generation	2	1.5	1
6 th Generation	1	1	.5
Total Generation Override	36	27.5	21.5

Supervisory Overrides

Position	Variable
Branch Office Supervisor	1.25
Branch Office Manager	5.5
OSJ Manager	1
Total Supervisory Override	7.75

(Supervisory Overrides on variable business only.)

Total Pool Contribution

	<i>Fixed: WRL</i>	<i>Based on 100% Table</i>	
	Basis Points	Fixed: Other	Variable
	9.5	7.5	5.75
Total	126.5 points	100%	100%

Base Shop Pool **40%**

Super Base Bonus Pool **30%**

Super Team Bonus Pool **30%**



WFG Promotion Guidelines

Base

Associate (Level 10)

- 3 – 3 – 30

(Recruit 3 new associates and observe your field trainer complete 3 non-securities sales calls in first 30 days.)

OR

- 20,000 net points in a rolling 3 months

Senior Associate (SA - Level 15)

Rolling 3 Months

- 3 direct associates
- 4 life licensed associates in downline
- 30,000 base shop net points

Marketing Director (MD - Level 17)

Rolling 3 Months

- 3 direct associates
- 5 Life-licensed associates in downline
- 40,000 base shop net points

Senior Marketing Director (SMD – Level 20)*

Rolling 3 Months/Rolling 12 Months

- 10 licensed associates in downline
(6 must be life licensed)
- 3 direct associate legs
(1 direct leg must be an MD – Level 17)
- **Rolling 3 months:** 75,000 base net points
- **Rolling 12 months:** 225,000 base net points
- \$35,000 or more in rolling 12-month cash flow

Executive

Executive Marketing Director (EMD – Level 65)*

Rolling 6 Months

- 3 direct SMD legs
- 500,000 base thru 1st net points

OR

Rolling 12 Months

- 3 direct SMD legs
- 750,000 base thru 1st net points

CEO Marketing Director (CEO MD – Level 70)*

Rolling 6 Months

- 6 direct SMD legs
- 1 million base thru 1st net points

Executive Vice Chairman (EVC – Level 87)*

Rolling 6 Months

- 9 direct SMD legs
- 1.5 million base thru 1st net points

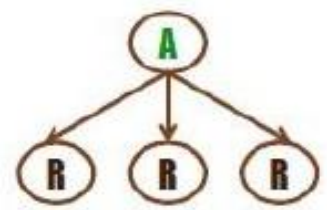
Rolling 12 Months

- 9 direct SMD legs
- 2.25 million base thru 1st net points

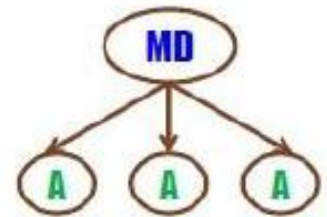
THE PROMOTION FLOW



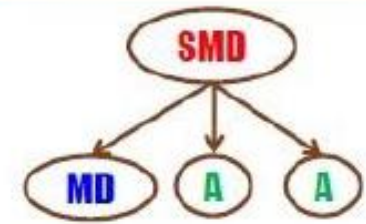
1. Licensing
2. Develop PPL
3. Set Appointment & Bring Guests
4. Attend Meeting
5. Build Team
6. Finish the PFS



1. 3 Members (Personal)
2. 3 PFS in 30 Days (Personal)



1. Promote 3 Associates
2. Train 5 License Agents
3. 15 Clients from Team



1. Promote 1 Marketing Director & 2 Associates
2. Train 10 License Agents
3. 30 Clients from Team (GIUL \$200/mo)
4. Rolling 12 month cash flow of \$35K

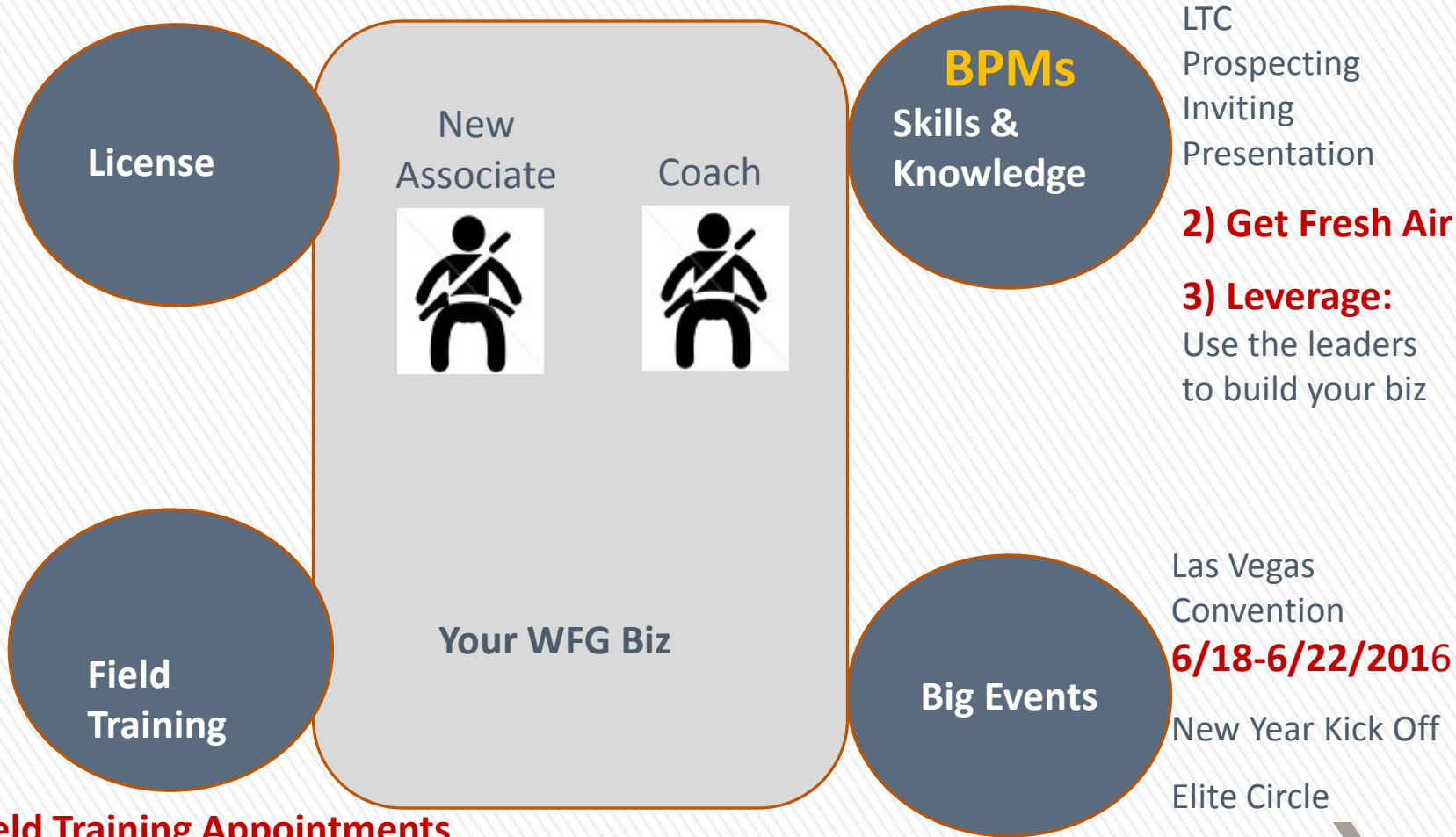
A SIMPLE SOLUTION FOR BUILDING A BIG BUSINESS

WFG MLM Pyramid

LEGAL	YES	YES	NO
PRODUCT	FINANCIAL	OTHERS	NO
PRICING	PUBLIC	MONOPOLY	NO
QUOTA	NO	YES	YES
INVENTORY	NO	YES	NO
INCOME FROM RECRUITING?	NO	YES	YES
MEMBERSHIP	NO	YES	YES
LICENSE	L/H/S6/S63/S26/S65	0	0
REGULATION	YES	NO	NO
KNOWLEDGE	PROFESSIONAL	SOME	NO
OFFICE	YES	MOSTLY NO	NO

Pass license exam in 30 days

- Study only after 9 o'clock when you can't have appointments.
- Focus on doing exercises.



10 Field Training Appointments

- 1st appointment w/ spouse.
- Learn the scripts to set up appointments.
- You'll learn the most and get most results.

Training Sessions & Financial Classes

Houston Location: 10700 Richmond Ave. Suites 143, 107, 110, 112, Houston, TX 77042

Katy location: Tokyo Steak and Sushi, 22762 Westheimer Pkwy, #420, Katy, TX 77450

Time	Topic	Location	Who's In Charge
Mondays 8:30-9:30pm	Knowledge or Skills	Online Webex	Fancy/Li Liu
Tuesdays 7:00-9:00pm	3 classes: Overview, Knowledge & Skills	Multiple Rooms	Joint
9:10-9:30pm	Team meeting: Recap, Goals, Accountability	#143	Gary/April/Archie
Wednesdays 7:00-8:00pm	Financial knowledge (open to public)	#107	Archie/Jeng
Thursdays 9-11am	Knowledge and Skills	Katy	April
Fridays 7:00-9:00pm	New Member Orientation	#143	April/Archie
Saturdays 10:00-11:30am	3-4 classes: Overview, Knowledge & Skills	Multiple Rooms	Joint
11:40am-12pm	Team meeting: Recap, Goals, Accountability	#143	Gary/April/Archie
1:00-3:00pm	Advanced/Hands-on Training OR Licensing	#143	Archie/Jeng

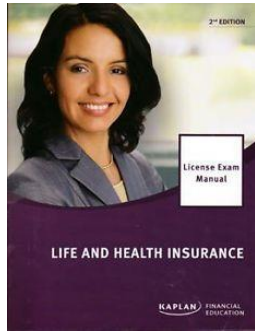
Test Preparation

总体安排

Phase 1: 1-2 weeks

Learn the Basics

第一阶段：学习基本概念
用时：1-2周



Phase 2: 1-3 weeks

Practice Questions

第二阶段：演练
用时：1-3周

Test Teacher Life Practice:
250 questions

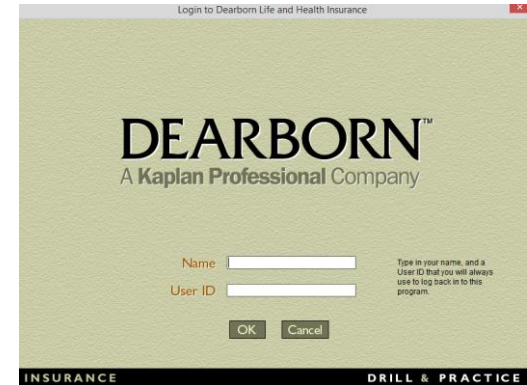
Test Teacher Health
Practice : 250 questions

Test Teacher Law: 50
questions

Phase 3: 3 days – 1 w

Mock Exams

第三阶段：模拟考试 x 3
用时：3天-1周

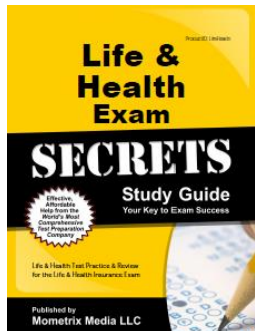


Do the mock exam 1-3
times. Review the
ones you miss.

复习本阶段和上阶段做错的
题目

Read Kaplan License book 1st half
and do the quiz after each
chapter.

或者 (not both)



对照中文注
释阅读，背/
认识标注了
的英文单词。

Download Materials 下载考试材料

<http://bestbenefitsolutions.com/license-exam-25191290313277135797.html>

Pass code: Houston143

Schedule the Exam

Department of Insurance of Texas

<http://www.tdi.texas.gov/licensing/agent/index.html>

What license: General Lines - Life, Accident, Health and HMO

To schedule an exam:

Pearson Vue: InsTX-LAH05 General Lines - Life, Accident & Health - English 150 minutes \$62

Call or create an account / fill in their online form. Telephone at **(888) 754-7667**

<http://www.pearsonvue.com/tx/insurance/>

如果需要延时（从150分钟延长225分钟），需要提交ESL-延时申请表，并由manager附上一封信，批准后打**(800) 466-0450**约时间。

Test Centers:

Bellaire (Houston) 6800 West Loop S, Branch Banking & Trust Building Suite 405, Bellaire, Texas 77401

Near our office: 2424 Wilcrest Suite 104 Houston, Texas 77042

Sugar Land: 2245 Texas Drive, Ste. 190, Sugar Land Towne Center, Sugar Land, Texas 77478

South East: 8876 Gulf Freeway, Suite 220, Houston, Texas 77017

North Center (1960W) : 14425 Torrey Chase Blvd Suite 240 Houston, Texas 77014

The #1 Success Secret of WFG Biz

Go fast by DDR

From Teresa Wong, Hong Dai, Dan Le..., Christine Dai and our own experience:

Double Digit Recruits (for SA and below 10+, for MD and SMD 25+)

1 burst of energy = 6 figure income

2-3 bursts = 7-figure income

All big leaders had 25/25!

(25/year personal recruits, 25/month baseshop recruits for at least a couple of years.)

Slow and Steady won't win the race!



For the plane to get off the ground, it has to reach certain speed.

It has to be 100% committed, at least for a short period !

Success loves speed!

20 recruits in 30 days = 12 do something = 8 likely leaders in 90 days
= 4 leaders in 1 yr = 2 major leaders in 5 yrs

20 recruits in 20 months = 8 do something = 4 likely leaders in 90 days
= 1 leaders in 1 yr = 0 major leaders in 5 yrs

Checklist for New Associates

- ❑ Set up exam date 定下考试时间
- ❑ Personal Financial Analysis 完成个人财务规划
- ❑ Business Plan: 生意规划
 - Learn to say invitation scripts 学习约人
 - Make Top 25 List 找出最佳25
 - Set 10 appointments 定下10次约谈
 - Register for next big event 注册年度大会
- ❑ Read the Business Format System Manual 读BFS
- ❑ Read Rich Dad Poor Dad 《穷爸爸，富爸爸》

