

STEPS TO LICENSING

1. REGISTER FOR PRE-LICENSING CLASS

LOCATION ADDRESS:

DAY	DATE	TIME
FRIDAY		6:00 – 10:30 PM
SATURDAY		8:00 AM – 6:00 PM
SUNDAY		8:00 AM – 6:00 PM

2. REVIEW THE "WELCOME TO PRE-LICENSING" PACKET

3. BEFORE ATTENDING CLASS WATCH THE "PASS NOW" PRE-STUDY VIDEOS ON POL

- WWW.PRIMERICAONLINE.COM
- SELECT "LICENSING & EDUCATION" TAB
- FROM THE DROP DOWN SELECT "EDUCATION"
- IN THE MENU ON THE LEFT SELECT "PASS NOW VIDEOS"

4. SCHEDULE AND PAY FOR YOUR STATE EXAM BEFORE ATTENDING PFSU. SCHEDULE TO TAKE THE EXAM WITHIN 5 DAYS OF COMPLETING PFSU BY CALLING:

- PEARSONVUE: 800-274-0488
- EXAM FEE IS \$90 TESTING FEE (PRIMERICA WILL REIMBURSE AFTER YOU PASS THE EXAM)
- REGISTRATION PRE-LICENSING PROVIDER NAME AND ID NUMBER: 20184

5. ATTEND AND COMPLETE THE PFSU PRE-LICENSING CLASS.

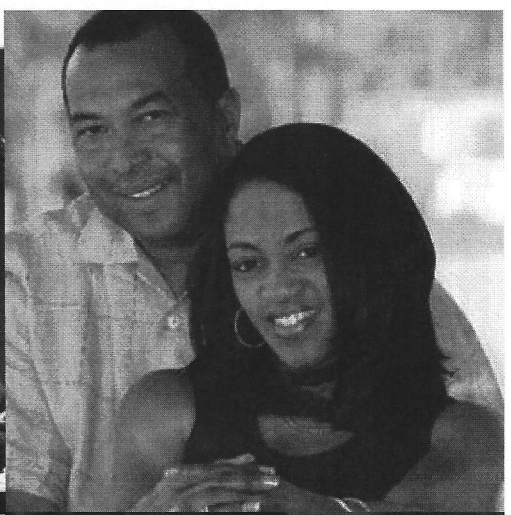
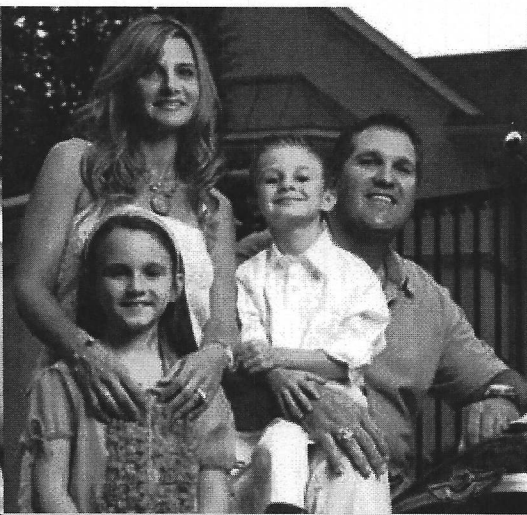
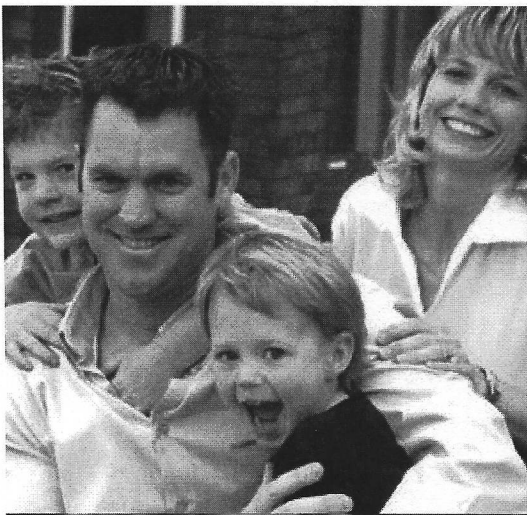
6. ACCESS "PASSNOW" THROUGH POL AND COMPLETE THE PRACTICE TEST; EARN A GREEN "READY TO TEST" BEFORE YOUR TEST DATE.

7. ARRIVE 30 MINUTES EARLY AT THE TEST CENTER – WELL RESTED AND PASS THE EXAM

8. SUBMIT THE ORIGINAL PRE-LICENSING CERTIFICATE, PASS NOTICE, GID-103 AND CITIZENSHIP AFFIDAVIT, INCLUDING COPY OF PHOTO ID TO RVP'S OFFICE

9. IF YOU DON'T PASS THE TEST, COMPLETE THE BONUS EXAM ON "PASSNOW" AND EARN A GREEN "READY TO TEST"

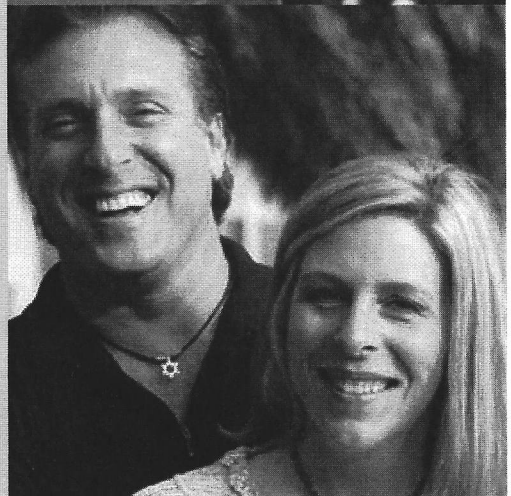
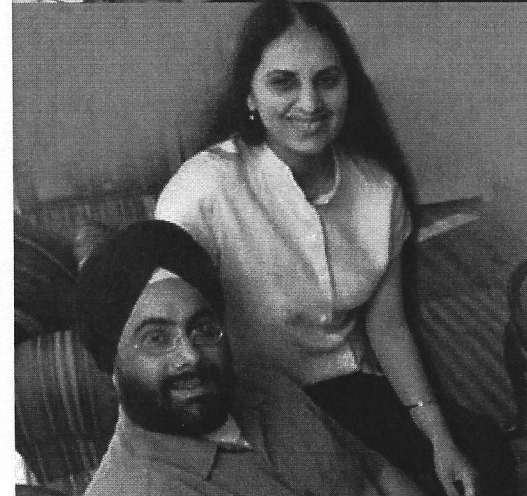
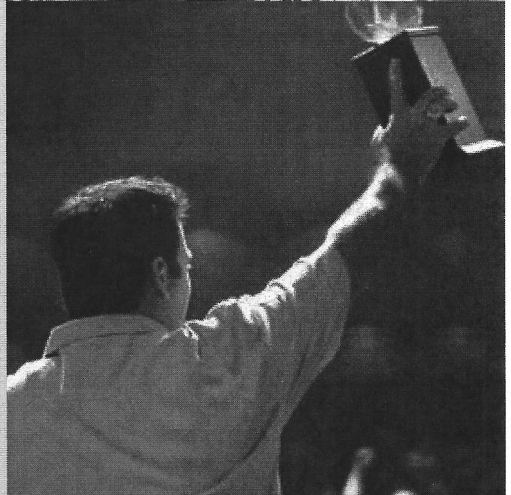
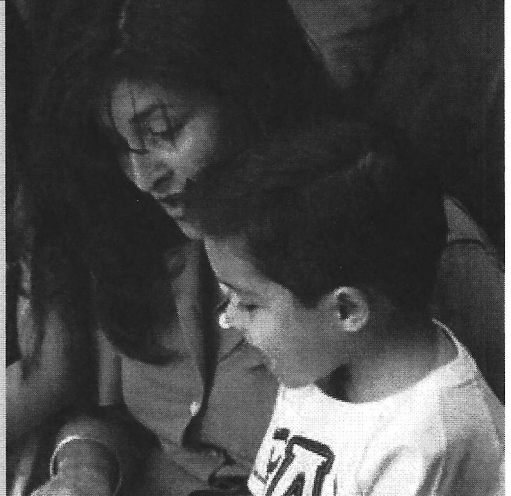
CALL THE REGIONAL LICENSING CENTER AT 770-564-6371 TO HAVE THEM SCHEDULE & PAY FOR RE-TEST



Welcome to Pre-Licensing!

Your Primerica pre-licensing experience is about to begin, and we encourage you to keep this guide handy as you go through the process.

Thousands of people just like you have gotten licensed and gone on to build successful businesses – and so can YOU!



What can you expect from your life insurance pre-licensing course?

It doesn't matter what kind of educational background you have, or how much you know about financial services. Primerica's pre-licensing courses are designed to meet you where you are. Our highly qualified instructors will walk you through the entire process while focusing on the requirements for your state. There's no need to worry about "going back to school." Your instructor will be there for you every step of the way, answering questions and providing comprehensive instruction.

HOW SHOULD YOU PREPARE FOR CLASS?

You'll receive a student manual and other helpful information on scheduling and preparing for your state licensing exam once you get to class. Before you get there, take some time to review the Introduction to Insurance materials on the following pages. This guide is a great way to "get your feet wet," so you'll have a better idea of what you'll be studying throughout the course!

Another helpful thing to do is to write out a "to do" list. This is a great way to make sure you stay on track during the class. Here are a few ideas to get you started:

TO DO LIST

- Make a list of everything you need to do between the beginning of class and your exam date - include personal commitments as well so you have a good picture of how to schedule your time!
- Prioritize what needs to be done so you can accelerate your licensing timeline.
- Schedule time to study. Introduce yourself to your classmates - studying and reviewing the material with a friend is a great way to ensure you have learned the information.

MOST OF ALL, DREAM BIG! YOU JOINED THIS BUSINESS TO DO SOMETHING AMAZING FOR YOURSELF AND YOUR FAMILY. GETTING LICENSED IS THE FIRST STEP - YOU CAN DO IT!

What is Life Insurance?

Life is unpredictable, we can not tell the future, the best anyone can do is try to protect themselves and their loved ones from any type of harm. People want to protect themselves from losing anything of value; whether it's a loved one, their home or their car.

HOW DOES LIFE INSURANCE WORK?

For an individual, loss can be both emotional and financial. In everyday life, the term risk is usually associated with the chance that something could go wrong. In insurance, risk is the financial loss (\$\$) a person is in danger of losing. For example, a life insurance policy will reduce the risk of losing the income from a family's main breadwinner if that person should die.

By definition, Life Insurance is the transfer of the possibility of a loss (risk). A person transfers their risk (loss) to an insurance company. It protects families by providing an income in the event of the premature death of the insured (the person covered on the policy). Basically, insurance guarantees that a specific amount of money called the death benefit will be paid to a beneficiary in the event of the death of the insured.

The **Insured** (the person covered by the policy) pays a premium monthly, quarterly, semiannually or annually. If death occurs while the policy is active, then the **Insurer** (Insurance Company) will pay the death benefit (the \$\$ amount) of the policy to **the beneficiary** (the person who receives the death benefit). The **death benefit** creates an immediate estate (cash) for the beneficiary.

EXAMPLE: Lee the main breadwinner in his family has a life insurance policy with a face amount of \$100,000. If Lee dies suddenly, what will happen to his family? Because Lee had a life insurance policy, the insurance company will pay his beneficiaries (his wife and children) the \$100,000 death benefit stated in his policy. His life insurance policy has now created an immediate estate (cash of \$100,000) for his family.

HOW CAN PEOPLE APPLY FOR LIFE INSURANCE?

Insurance Producers (agents) assist consumers in determining how much life insurance their family needs and what they can afford. This is known as **suitability**. Both agents and clients must decide if the type of product, amount of the death benefit, and the premium are "suitable" for the insured and their family. Once that is decided, the agent is ready to complete the application with the client.

EXAMPLE: Adam is married with two young children. He works full-time and is finishing up his college degree part-time at the local university. His insurance agent will help him decide how much life insurance his family needs. From there, the agent can help Adam decide how much he can afford to pay in premiums and then which type of product (type of life insurance) would be suitable for Adam and his family.

Insurance agents have very important responsibilities during the application process. An **insurance application** has three parts to it:

1. **General information**
2. **Medical Information**
3. **Agent's Report**

The agent must ensure that accurate information is collected on the application, as well as complete their **agent's report** which is a series of questions regarding the applicant.

The application process is the starting point for obtaining a life insurance policy. It is the essential document used by the insurance company to assess risks. The process of assessing risks or evaluating the application is called **underwriting**. The main purpose of the underwriting process is to assess the eligibility of a customer to receive a life insurance policy and to protect the insurance company from adverse selection. **Adverse Selection** is when people who are sick, in dangerous jobs or have high risk lifestyles have a tendency to get life insurance. The insurance company fights adverse selection, by reducing their exposure, limiting coverage or by raising premiums. After the underwriting process is completed, the policy is usually issued and delivered by the agent.

Who Regulates Insurance Transactions?

In order to protect consumers, insurance transactions are regulated by each individual state. Insurance transactions consist of:

- **Making or proposing to make an insurance contract as an insurer**
- **Taking or receiving an application for insurance**
- **Receiving/collecting premiums, receiving commissions for acting as a producer**
- **Issuing or delivering an insurance contract**

Agents (producers) have many duties and responsibilities. Insurance producers who solicit or negotiate insurance applications represent the Insurance Company they work for and not the insured. However, a producer has a fiduciary responsibility, which is a position of financial trust to the insured.

WHAT ARE THE DIFFERENT TYPES OF LIFE INSURANCE?

Life insurance policies can be sold to groups or individuals and are divided into two main types:

- **Term Life Insurance**
- **Permanent Life Insurance**

The main differences between these two types are the length of coverage (how long you are insured) and **cash value** (saving element).

Term life insurance is the simplest of all life insurance to understand and the cheapest to buy. It provides death benefit protection without any savings, investment or cash value for the term of the coverage period. Term insurance coverage is available for set periods of time such as 10, 15, 25 or 30 years.

Whole Life is Permanent Protection, which means the coverage lasts as long as the insured lives and pays premiums. Whole life also builds cash value.

WHAT ARE LIFE INSURANCE POLICY PROVISIONS, OPTIONS AND RIDERS?

Life insurance policies are legally binding contracts between the insured who can also be the policyowner and the insurer (Insurance Company). The insured/policyowner wants insurance in order to protect their family and the insurance company wants to sell insurance but still protect themselves. To protect both parties, life insurance policies contain provisions, options and riders.

Policy Provisions protect the policyowner, the insured and the insurer. For example; the Grace Period allows the insured's coverage to continue 30 days from the past due date, but to protect the insurer, the policy terminates after that 30 days if premiums are not received.

Options provide choices on how to distribute a sum of money. For example; a settlement option determines how the beneficiary will be paid.

Riders are additions to a life insurance policy. They cost extra and they are added to a policy to individualize it. For example, a waiver of premium rider may be added to a policy to waive the premiums if the primary insured becomes disabled.

Insurance Terms

INSURED	The person covered by the life insurance policy.
INSURER	The insurance company.
BENEFICIARY	The person who receives the death benefit.
LIFE INSURANCE	The transfer of risk (loss) from an individual to an insurance company.
RISK	The possibility that a loss might occur
DEATH BENEFIT	Amount paid to the beneficiary upon the death of the insured.
CASH VALUE	Money that builds up in a whole life policy and that belongs to the policyowner.
INSURANCE PRODUCER	A person who solicits or negotiates a contract of insurance. Also known as an insurance agent.
FIDUCIARY RESPONSIBILITY	A position of financial trust held by the producer.
SUITABILITY	An assessment of current and future products, coverage and premiums by the agent and the applicant to assess the needs of the family.
TERM LIFE	Protection for a stated period of time.
WHOLE LIFE	Permanent protection that builds cash value and lasts as long as the insured lives.
ADVERSE SELECTION	People who are sick, in dangerous jobs or have high risk lifestyles have a tendency to get life insurance more than people who are healthier.
UNDERWRITING	Assessing risks. Is the applicant eligible for coverage?

SuccessRIGHTNow LICENSING TRACK 2014

MY COMMITMENT

START

Time: 2 hours

- Complete my IBA and register for class.
- Schedule to take my state insurance exam within 5 days of completing class.
- Sign into POL - get familiar with its benefits.
- Review pre-course material emailed to me.
- Start field training and earn credit toward my Fast Start Bonus.

ATTEND

Time: 20 hours

- Show up for class excited and ready to participate!
- Complete class and meet another requirement toward my Fast Start Bonus.
- Work with my Licensing Coach to develop my Personalized Study Plan.
- Study checked topics on my Personalized Study Plan.

PREPARE

Time: Up to 15 hours

- Within the next 48 hours, complete my Personalized Study Plan.
- Access POL's PassNow and "Take a Practice Test."
- "Go Green" on PassNow. I am READY to PASS the state exam!

TEST

Time: 3 hours

- Arrive at the test center early and well rested.
- Pass my state exam and meet the last requirement for my Fast Start Bonus.
- Call my upline and Licensing Coach to let them know my results.

SUCCEED & EARN MONEY

Time: A lifetime!

- Fax or email my Exam Score Report to my Regional Licensing Center.
- Expect to be contacted by my Regional Licensing Center or Licensing Coach to discuss next steps.
- Get licensed, get productive and start building my business!

We agree to follow the proven SuccessNow System and work together toward my success with Primerica.



Glenn Williams, President

Field Leader

Primerica Recruit




PRIMERICA®

SuccessRIGHTNow LICENSING TRACK 2014

More Effective Than Ever!

<p>START Time: 2 hours</p> <p>Your Field Leader's Commitment to You:</p> <ul style="list-style-type: none"> • Emphasize the value of the License - "WHY." • Register you for class as part of IBA process. • Help you schedule your state exam. • Update Recruit Manager with your test date. • Get you plugged in (training, FTOs, recruiting, non-regulated sales, etc.) so you qualify for the Fast Start Bonus (FSB). 	<p>ATTEND Time: 20 hours</p> <p>Your Field Leader's Commitment to You:</p> <ul style="list-style-type: none"> • Provide support as you begin pre-licensing. • Encourage you to complete class and to meet another requirement for the FSB. 	<p>PREPARE Time: Up to 15 hours</p> <p>Your Field Leader's Commitment to You:</p> <ul style="list-style-type: none"> • Meet with you to review Personalized Study Plan. • Follow up with you and your Licensing Coach on your progress. 	<p>TEST Time: 3 hours</p> <p>Your Field Leader's Commitment to You:</p> <ul style="list-style-type: none"> • Provide encouragement and leadership support. • Follow up with you on your test day. • Encourage you to take and pass the state exam and to meet the last requirement of the FSB. 	<p>SUCCEED & EARN MONEY Time: A lifetime!</p> <p>Your Field Leader's Commitment to You:</p> <ul style="list-style-type: none"> • Ensure all necessary paperwork is sent to your RLC and state. • Recognize you at field events. • Help with first life sales and continue building team.
<p>Primerica's Commitment to You:</p> <ul style="list-style-type: none"> • Offer encouragement, introduce you to PFSU and available study materials. • Contact you to get you started and ensure you know how to register for the state exam. 	<p>Primerica's Commitment to You:</p> <ul style="list-style-type: none"> • Provide an awesome learning experience and Personalized Study Plan. • Ensure you are on track for completing class and have scheduled your state exam. • Keep your upline aware of your progress. 	<p>Primerica's Commitment to You:</p> <ul style="list-style-type: none"> • Provide personalized encouragement and support based on your progress. • Teach you all you need to know to pass your state exam. 	<p>Primerica's Commitment to You:</p> <ul style="list-style-type: none"> • Check in with you after your test to discuss next steps. 	<p>Primerica's Commitment to You:</p> <ul style="list-style-type: none"> • Contact you upon receipt of your Exam Score Report to discuss next steps. • Efficiently process your state paperwork. • Notify you when you are approved to write business. • Reimburse "out-of-pocket"

We agree to follow the proven SuccessNow System and work together toward my success with Primerica.



Glen Williams, President

Field Leader

Primerica Recruit