

# CFT in Progress Video Recording Links

## **Effective Meeting Introductions**

<https://www.loom.com/share/b619b3c50ced49e180ed2870f13e1039?sid=aeb0c180-3d17-48e3-8dee-0048b0695147>

## **F.O.R.M. – Building Connections**

<https://www.loom.com/share/139bdf4f79b4cb39e8214ffe1a11ff4?sid=9f878286-ea03-4cdf-b964-a03e9a45bd3c>

## **Crafting Your 2 Minute Story**

<https://www.loom.com/share/1358245dbe214863b7bdb7e626b5df1f?sid=e3bbd413-97a7-4691-b8d6-a7bee21b8a29>

## **5 Magic Opening Questions**

<https://www.loom.com/share/1283cfd9e4864b95b9d00266d3492e60?sid=bbc426ef-6cd9-4979-ae11-6b571cec72c4>

## **Strength & Credibility**

<https://www.loom.com/share/8ead5c89514b47599a1e8e707a9431ed?sid=9b1f9455-d2fb-4237-a681-bfd21cf6ae86>

## **Client Service Menu**

<https://www.loom.com/share/7373d0b3125a437ab56d56a6414332e3?sid=92060a8c-b731-4fe0-a330-8d191162f303>

## **Three Rules of Money**

<https://www.loom.com/share/c6afb21c6d4049b78e193816336f1079?sid=f74c22b2-f370-4c21-8836-5469a92ce04b>

## **Understanding 401k vs IUL**

<https://www.loom.com/share/dfca0b38cb96465ab4e2ebf5c94dc6bf?sid=ac3e8aff-7e31-4a17-a331-f589b3b7c45a>

## **GFI Rocket Explained**

<https://www.loom.com/share/5eaad37832b54ed2b78ebc435225a0d4?sid=42b8c548-5413-4104-b2ed-eb709ffcef18>

## **Understanding GRIPP & Annuities Genius**

<https://www.loom.com/share/a22bd2eebde44a8db4a8806c70f51d2a?sid=d5cb389d-d047-4cd8-acd5-077eb78e83c4>

## **PFR & Clozing Questions**

<https://www.loom.com/share/bf4770e616a44b41bcffa9611b664526?sid=4a3e4c57-939b-47d6-844b-c7fe22b18985>

## **Appointment 1 – Handling Common Objections**

<https://www.loom.com/share/07fe9efc14d445e8bd1afd44ded1a023?sid=94a44f05-f2bb-42a6-a1bb-b9dd2ef96b78>

## **Appointment 2 – 5 R's**

<https://www.loom.com/share/32429671dda14aadb61cb9351d500233?sid=c3b0a38e-548d-4928-a5c1-2cd015a81b45>

## **Appointment 2 – Overcoming Client Objections**

<https://www.loom.com/share/522bb36e5d2f407fbbb776a5d038a9a8?sid=28b69bc2-d57d-4dc1-a177-e9e3d614ad24>