

For Agent Visual Only

Interview Questions

Build Social Proof

Hey NAME, how's it going? (small talk)...Well I have been interviewing candidates all day so it's been super busy.....and since we only have about 30-45 min here, and I do have another zoom booked right after you...do you mind if we get right into it?

Set Agenda

So how these meetings usually go is I'll ask you a few questions just to see if we're a good fit to work together...I'll break down for you in more detail what we do, how we help people, compensation, etc...and then if I think we're a good fit...I'll let you know what we have to offer, and what the next steps are for onboarding... Does that Sound good?

Find Motivation (Question 1)

So, with that being said...my first question to you NAME is...what really drove you to take the time out of your day and hop on this zoom with me?

They tell you

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Interview Questions

Question 2

Ok Great! So in the next venture you potentially take on, whether full time or one on the side, what are some things that are important to you? Like: (LOOK FOR THE 6 HUMAN NEEDS)

- Are you looking to make more money?
- Grow personally and professionally?
- Are you looking to have more time with your family?
- Do you want to be apart of a winning team?
- Do you want something that can challenge you?
- Work remotely and control your schedule?
- Own your own business?
- Do you just want to help people?
- What's important to you?

They tell you

Question 3

Perfect. So I'll ask you very directly. If we could help you achieve those goals...sooner rather than later...it didn't interfere with what you do now...and it made sense personally, professionally, and financially...How serious would you take the position?

They tell you

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Interview Questions

Question 4

So we are obviously in the financial industry which is the highest compensated industry in the world, so if we decided to move forward with you and you got to a place where you became financially free.... What would you want your life to look like and is there someone that means the world to you that you would like to be in a position to take care of?

They tell you

Question 5

What do you think you would need to earn annually to support a life like that?

They tell you

Question 6

In your current career or on your current path, how long would it take for you to earn an income like that? Or would it not be possible at all?

They tell you "Not Possible"

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Interview Questions

Question 7

Well, I got one last question before we dive into things here NAME...

So, If we fast forward to the end of this interview... we decide that you are a good fit and the feeling was mutual, and we could train you to help families & earn an income like that in the next 1-3 years, and it made sense both personally and professionally.

Is there any reason why you wouldn't be able to pass a background check... and is there any reason you wouldn't be able to pass a state license test in the next week or 2... It's kind of like getting a real estate license but easier & it's only a couple hundred bucks, depending on the state that you are in.

So, is there any reason why you wouldn't be able to get that done?

They tell you

Excellent. Well then let's get started...

INSPIRING FAMILIES TO DREAM AGAIN

Building Your *Agency*

Our Credibility

- In Partnership with Ethos, A Technology Platform Backed By Some of The Largest Venture Capitalist Firms In The World, like Sequoia Capital & Soft Bank, Who Are Worth Over \$185B Combined
- Founders With 80+ Years of Combined Experience
- In Partnership With 25+ Fortune 500 Financial & Insurance Companies With Experience Dating Back To 1848
- Industry Leading Persistency - Leading The Industry In Client Retention
- Licensed In All 50 States, Puerto Rico, Canada, The Virgin Islands & 21 Countries

Hybrid Business Model

Inspirational Marketing + Financial Services = MOVEMENT

02

Financial Services

The Largest And Most Highly Compensated Industry In The world: \$109 Trillion

01

Technology

The Most Innovative And Efficient Technology in The Industry, Revolutionizing Distribution

03

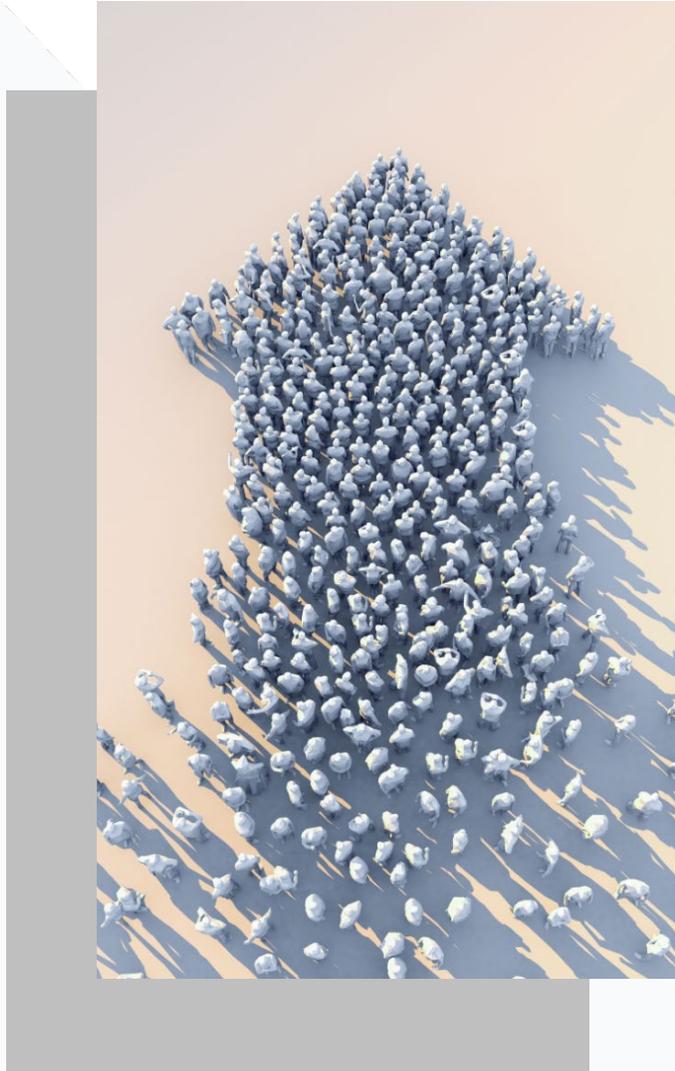
Franchise Type Model

Like McDonalds And Starbucks, But Better

04

Brokers & Agents

Similar To Real Estate And Mortgage



Client Service Menu

We Are Here To Provide Value And Make An Impact



**Tax-Advantaged
Wealth Accumulation
Strategies**



**Asset Protection
And
Qualified Plan
Rollovers**



**College Education
Funds**



**Debt Management
And
Consolidation**



**Infinite Banking
And
Family Banks**



**Life Insurance
And Living
Benefits**



**Estate And
Legacy
Planning**



**Indexed Growth
Roth IRA, SEP IRA,
Traditional IRA**



**Business Owner
Strategies**



**Final Expense
Strategies**

Strength In Selection



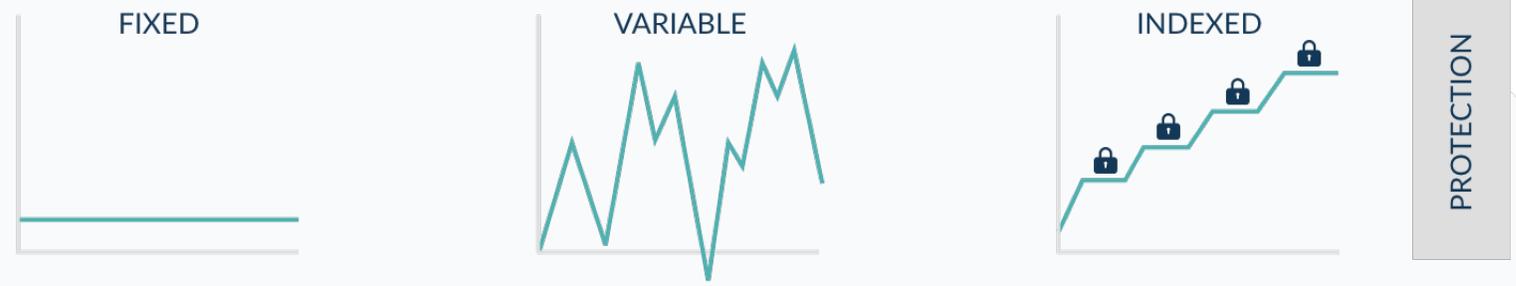
3 Rules of Money

Rule of 72

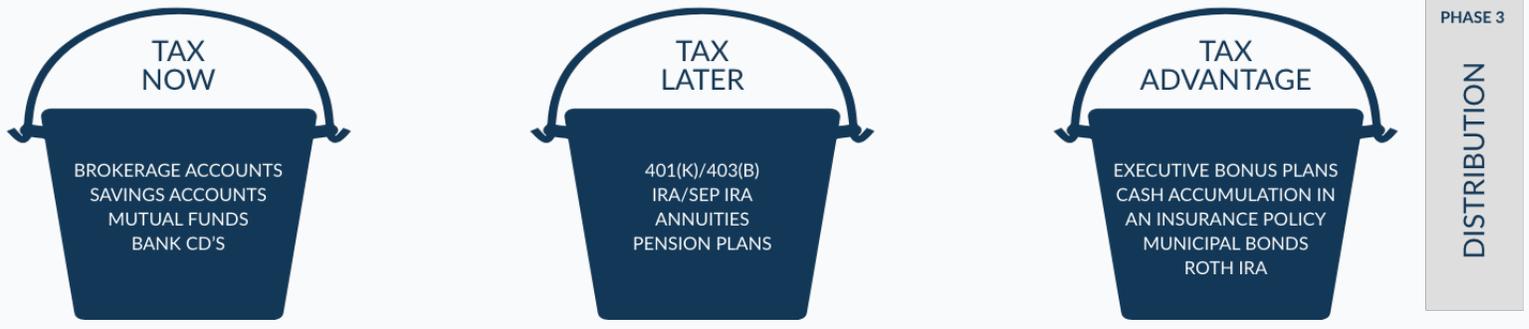
Rate	Doubles Every	Phase
1%	72 Years	ACCUMULATION
4%	18 Years	
6%	12 Years	
12%	6 Years	

Rate	Age	Returns
1%	29	\$10,000
	101	\$20,000
4%	29	\$10,000
	47	\$20,000
	65	\$40,000
6%	29	\$10,000
	41	\$20,000
	53	\$40,000
	65	\$80,000
12%	29	\$10,000
	35	\$20,000
	41	\$40,000
	47	\$80,000
	53	\$160,000
	59	\$320,000
	65	\$640,000
	71	\$1,280,000

How Money Grows



How Money Gets Taxed



EXAMPLE

Historical Performance of the S&P 500

Example of a client saving \$500/month



	Variable / Tax Later		Indexed / Tax Advantaged	
	S&P 500		Cap/Floor	
End of 1997		\$6,000.00		\$6,000.00
1998	26.67%	\$7,600.20	15.00%	\$6,900.00
1999	19.53%	\$16,256.32	15.00%	\$14,835.00
2000	-10.14%	\$19,999.53	0.00%	\$20,835.00
2001	-13.04%	\$22,609.19	0.00%	\$26,835.00
2002	-23.37%	\$21,923.22	0.00%	\$32,835.00
2003	26.38%	\$35,289.37	15.00%	\$44,660.25
2004	8.99%	\$45,001.28	8.99%	\$55,214.61
2005	3.00%	\$52,531.32	3.00%	\$63,051.04
2006	13.62%	\$66,503.29	13.62%	\$78,455.80
2007	3.53%	\$75,062.65	3.53%	\$87,437.09
2008	-38.49%	\$49,861.64	0.00%	\$93,437.09
2009	23.45%	\$68,961.19	15.00%	\$114,352.65
2010	12.78%	\$84,541.23	12.78%	\$135,733.72
2011	0.00%	\$90,541.23	0.00%	\$141,733.72
2012	13.41%	\$109,487.41	13.41%	\$167,544.81
2013	29.60%	\$149,671.69	15.00%	\$199,576.53
2014	11.39%	\$173,402.69	11.39%	\$228,991.70
2015	-0.73%	\$178,093.05	0.00%	\$234,991.70
2016	9.54%	\$201,655.53	9.54%	\$263,982.31
2017	19.44%	\$248,023.76	15.00%	\$310,479.65
2018	-6.24%	\$238,172.68	0.00%	\$316,479.65
2019	28.88%	\$314,689.75	15.00%	\$370,851.60
2020	16.26%	\$372,833.90	15.00%	\$433,379.34
2021	26.89%	\$480,702.34	15.00%	\$505,286.24
2022	-19.44%	\$398,087.40	0.00%	\$517,286.24
Avg. Return	7.28%		8.45%	
Actual Return		\$248,087.40		\$367,286.24
Tax	22.00%	\$87,579.23		
	TOTAL	\$310,508.17	TOTAL	\$517,286.24

6 Ways We Get Paid

1

Personal Income

2

Agency Income

3

**Expansion
Income**

4

Bonus Income

5

**Recurring Income
Renewal Income**

6

**Stock Options
Equity Options**

Compensation

Personal:

$\$500 \times 12 = \$6,000 \times \% =$
Commission Payout

Associate:
45% = \$2,700

Senior Associate:
50% = \$3,000

Marketing Director:
60% = \$3,600

Executive Marketing Director:
85% = \$5,100

Base: 20% - 45%
1 st : 18%
2 nd : 9%
3 rd : 6%
4 th : 3%
5 th : 3%
6 th : 3%
7 th : 3%

The Compensation Shown Above Includes Bonuses

EMD Agency Model:

Help 1 household per week save \$500 per month:
\$5,100 Per Week = \$265,000 a year

Build a team of 6 agents who help 1 household per week save \$500 per month:
\$14,400 Per Week = \$748,800 a year

Total Income
\$84,483 Per Month | \$1,013,800 Per Year

Opportunities to build other income may be achieved by qualifying for additional compensation and by qualifying for bonus pools. Commission amount may vary based on product type and size of purchase. This is a hypothetical scenario for illustrative purposes only. There is no assurance that these results can or will be achieved. Income is earned from sales of Global Financial Impact, LLC's authorized products and services. No income is earned for recruiting. All compensation plans subject to change. Advancement criteria and field title designations are determined and offered through GFI. Personal percentages earned on products may vary based on the advancement level of agents with GFI.

World Class Compensation

Agency Model

Base: 20% - 45%
1 st : 18%
2 nd : 9%
3 rd : 6%
4 th : 3%
5 th : 3%
6 th : 3%
7 th : 3%

Help 1 household per week save \$500 per month:
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Builder Compensation

Building a Base Shop & Training 3 Others To Do The Same

The Compensation below is a reflection of you and 6 agents helping 1 family a week save \$500 per Month into our products, and then also training 3 others to become Executive Marketing Directors & do the exact same thing

Personal Income (85%)
 \$22,083 Per Month | \$265,000 Per Year

Agency Income (40%)
 \$62,400 Per Month | \$748,800 Per Year

Expansion Income (1st Generation 18%)
 \$98,280 Per Month | \$1,179,360 Per Year

Total Income
\$182,763 Per Month | \$2,193,156 Per Year



Average Costs To Open An Insurance & Financial Franchise



Traditional

\$100,000 to \$250,000



GFI

ONLY \$199

State Licensing Study Material & Background Checks Are Included

Both Require You To Attain a Simple State License

Global Financial Impact, LLC, is not a franchise.

Common Questions

Where do we get our clients?

- Self acquisition
- We help provide you with leads once trained and equipped
- Referrals
- Lead generation

How much time do you need?

- 5-10 hours a week and around your schedule
- The more time you put in, the faster you will learn

How will you learn the information?

- Phase 1: You get licensed
- Phase 2: We train you by having you shadow us as we sit down and help families
- Phase 3: You become independent and start meeting with clients on your own

Ready to make an *impact?*

Make your dream a reality with GFI.

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Final Interview Questions

Question

So, I Have 8 Candidates That Are Interviewing With Me Over The Next 2 Days, And I Am Only Looking To Personally Train 2 Of Them....
So, Why Do You Think We Should Move Forward With You Over These Other Candidates Based Off Your Life Background, Integrity, & Work Ethic?

Question

So, If I Move Forward With You, There Is One Last Thing I Need To Know & That's If You Are Willing To Bring The 3 C's To The table....

Coachability - Willing To Be Taught

Character (Integrity) - You will have the ability to make \$10k in 45 minutes so we need to know that you will do the right thing

Commitment - Because To Get Good At Anything it Requires A Level Of Commitment

So, would you bring the 3 Cs to the table? Excellent

Question

So, I Like You, and think you Could Do Great, So How about we Fill Out An Application & See If We Can Get You Approved