

## Success Massive Action Plan

Three Things you must do to Pass

Your Free Guide to Success

### Prepare Today Pass Tomorrow



1. S-MAP
2. Register for class at QLS
3. Apply & Schedule Exam
4. 52 Hour pre-licensing
5. Study
6. Pass State Exam
7. Celebrate!



# Do you want to Prepare and Pass your Licensing State Exam the First Time?

If your answer is “**Yes**” you’re in the right place.

Today, you will create a personalized  
**Success Massive Action Plan.**

Before you create your very own **Success-MAP**,  
There are a few items you would need to  
cover to contribute to your success.

# ARE YOU READY?

Before starting this exercise please take a moment to:

- ✓ Clear all Thoughts
- ✓ Keep an Open Mind
- ✓ Play at 100%
- ✓ Complete all Actions steps for desired results

If you have any questions, please feel free to call our office and our team is ready to assist you.

408-453-8133

# Three things you must do to pass the first time!

Step 1-Define what you want

Step 2- Know your Why

Step 3- Commit

# Define what you want



- Create clear and concise  
Goal, Outcome, or Result
- Set the Date= To Take  
To Pass → Insurance Exam

For Example:

It is now \_\_\_\_\_ (ex. June 10, 2010 4:30pm), I  
have passed my \_\_\_\_\_ state licensing exam and  
I am Celebrating with my family at ...

# Go Within & Know your “WHY”!

The Bigger your WHY the more easier it is to  
achieve your Goal

- Most people come into a new career and they have not clearly defined “WHY”!
- Aside from the monetary benefits- “Why” are you going to sell insurance?
- Your “Why” is your Key to Success



# CREATE POSITIVE ENERGY TOWARD YOUR GOAL

When you define your “Why” it builds momentum and creates the positive attitude required to stay focus on your Goal. It will give you clear understanding of why your going through this process.

You will persevere & succeed!



# Commitment



It is when you commit at 100% to  
your Goal (Passing your state licensing  
exam) that you access WITA



With Integrity:

**WHATEVER  
IT  
TAKES  
ATTITUDE**



Preparing to pass your state exam is like building a new home, It is essential that you have a blue print, build a strong foundation, and then build your home!

### **Create your Blueprint**

Create Success Massive Action Plan

### **Build Strong Foundation**

Create strong solid Foundation by defining what you want, know your why and commit

### **Build your Dream Home**

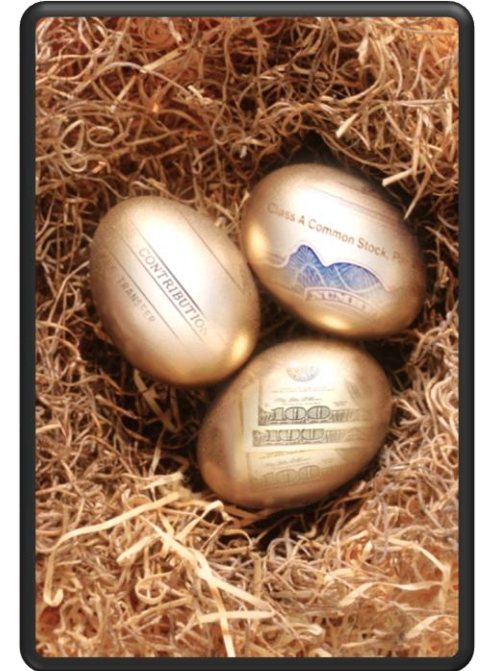
Take Action using 10-Day S-MAP (Success Massive Action Plan)



# Foundation is Built when:

## YOU HAVE:

1. Defined a clear and concise goal.
2. Defined “WHY”
3. Committed at 100%-WITA



# Is your Foundation Strong?

- What is your next step?



Take Action with 10-Day  
S-MAP

Success Massive Action Plan

# WHEN YOU FOLLOW Success MAP

You will prepare effectively & pass the first time!



Now it is time to take  
massive action

# Massive Action Step #1

## Register Today

Decide which Learning Method is BEST for YOU!

### Classroom vs. Online

QLS LIVE CLASSROOM EXPERIENCE



QLS ONLINE EXPERIENCE



# How do you learn best?

## Do you know the three common modalities of learning?

Everyone learns in different ways. However, there are three main modes of learning we all use:

Visual

Auditory

Kinesthetic

What is your primary mode of learning? Lets find out...



# Visual

If you learn best through the **visual** modality then you will learn best by seeing. What serves you the most is the use of or seeing things including:

pictures, mind maps, displays, Diagrams, handouts, films, flip-chart, guided imagery, demonstrations, copying notes, highlighting in text, flash cards (QLS has state specific keywords)

The use of visual images needs to be a large part of the teaching practice. Did you know that 60% of people are visual learners?

Are you a visual learner?



# Auditory

If you learn best through the **auditory** modality then you learn best by hearing. What serves you the best involves the transfer of information through listening using:

the spoken word, of self or others, of sounds and noises, Reading aloud, Recording yourself and then listen to recording, use tapes, Oral instructions, Lectures , Using rhythmic sounds , Poems, rhymes, Word associations, Group discussions , Music, lyrics , TV,

Did you know that the definition of the proper use of lecture is to talk with Students about those things they can not learn on their own? Did you know that about 30% of people are auditory learners?

Are you an auditory learner?

# Kinesthetic

If you learn best through the **Kinesthetic** modality then you learn best by moving and doing. What serves you the best involves physical experience

touching, feeling, holding, doing, practical hands-on experiences  
Experiments/labs, Plays, acting, role play, Games, Problem-solving,  
Field-trips, Writing notes, Making lists, Props, physical examples,  
Associating emotions with concepts,

Learning through first hand experience is the best possible way for many students to learn as it often allows them to use all of their sensory processes to taken in information. In addition, there is not intermediary between them and the experience potentially biasing, filtering or shading the sensory data. Did you know that about 10% of the general population are kinesthetic learners?

Are you a Kinesthetic learner?

Did you know that...

QLS Trainers use “Accelerated Learning Techniques”, which serves all modalities of learning?

# Are you wondering



Click on Banner to find out!  
You will be re-directed to  
Edutopia to test yourself and  
learn more about your learning  
modality.

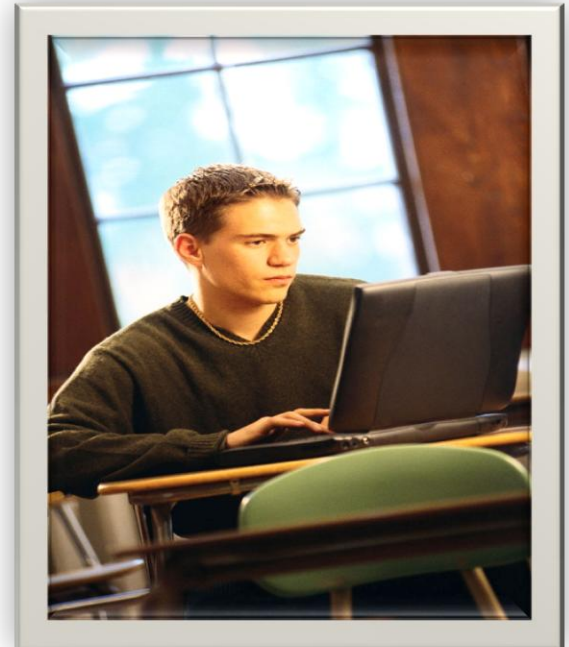
Once you know your modality of learning, you must decide which training system will serve you best in creating a strong foundation of education for your new career. You must serve your modality to prepare effectively to pass state licensing exam the first time.

## Live Classroom



Vs.

## Online Self Study



# Classroom Vs. Online

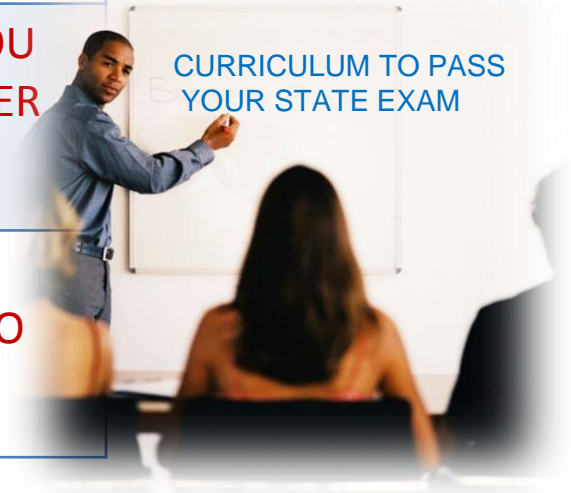
## What are the Benefits:

LIVE CLASSROOM Experience	ONLINE Experience
Value of a trainer	Accessibility
Real Experience	Reduced travel expenses
Interaction	Time Conflicts
Effective learning environment	Asynchronous structure
Structured schedule	Owens own pace
	Can still take Live QLS Cram Course for state exam preparation



# What are the disadvantages?

LIVE CLASSROOM Experience	ONLINE Experience
Drive to class location	MUST SELF MOTIVATE
Coordinate Schedule with Course offerings	NOT SURE HOW STATE WANTS YOU TO KNOW INFO
	Distractions at home or work
	Must sit in front of computer for 52 hours
	NO ONE TO EXPLAIN SO YOU END UP CONFUSED OR OVER ANALYZE DATA.
	NO CONNECTION –BOOK WORLD TO REAL WORLD TO STATE TEST WORLD



# Classroom Vs. Online

Which one of the following will...	LIVE CLASSROOM EXPERIENCE	ONLINE EXPERIENCE
Support your learning modality?		
Allow you to learn more effectively?		
Provide you with tools to succeed?		
Build confidence?		
Support you in new career?		
Provide the connection from Book World to Real World to State Exam World! So you know what the state wants you to know and how they want you to know it?		
BE best for you?		



# **Designing an Insurance Pre-licensing Package that Caters to You**

At Quick Learning School, we offer different options that cater to your needs in order to complete your pre-licensing requirements. You can choose to complete it in class, online, or mix and match. Our recommendation is to complete the requirement in the classroom setting.

However, whichever method you choose, contact us and we will register you right away!

1-800-829-8293

# Tuition

Quick Learning School is your #1 Resource for quality education and state exam preparation  
Please note tuition subject to change with out notice. Below is example for one license type.

Benefits	Classroom Package	Classroom Basic	Online & Exam Prep Intensive	Online Basic
Live Classroom Training	Yes	Yes	-	-
Life Agent Textbook	Yes	Yes	-	-
Life Workbook	Yes	-	Yes	-
Flashcards	Yes	-	Yes	-
8hr Live Exam Prep Intensive	-	-	Yes	-
Online Training	-	-	Yes	Yes
Cost	\$305.00*	\$250.00	\$198.99	\$69.99**
	*upgrade to 8 Hour cram - <b>\$374.00</b>		**add online textbook - \$253.99	**add online textbook - \$104.94
Call and ask for	PASS PACKAGE	PASS PACKAGE	PASS PACKAGE	PASS PACKAGE

# Have you Registered for your 52-Hour Prelicensing course?

[Click here to Register Now](#)

Call 408-453-8133 for personalized assistance  
and create your personal Success MAP today

# Massive Action Step # 2

## Register and Schedule Your State Exam with PSI

- **Register & Schedule your state exam:**  
[www.psiexams.com](http://www.psiexams.com)
- Visit our online tutorial [click here](#)

IF YOU NEED ASSISTANCE WITH APPLICATION  
PROCESS PLEASE CALL OUR OFFICE, WE ARE  
HAPPY TO ASSIST YOU

**Please note you may go to the department of insurance website and locate exam information, although it will take over 7 clicks to get to actual application. We have created quick Links to save time and easy access.**

# Repetition?

What is the Mother of all Learning?

Repetition

What is the Key to Retention?

Repetition

What is the Key to Passing State Licensing Exam?

Repetition

QLS teaches value of stacking with spaced Repetition to retain information at an optimum level (Gain access to QLS Signature Study techniques purchase Effective Study Techniques Guide at [www.1daycram.com/offer](http://www.1daycram.com/offer))

# Massive Action Step #3

## Complete 52 Hours in its Entirety

The CA Department of Insurance Regulation States:

You must completed Required Pre-licensing Courses prior to taking state licensing exam. Please note you MAY apply and schedule your exam prior to completion of your course.

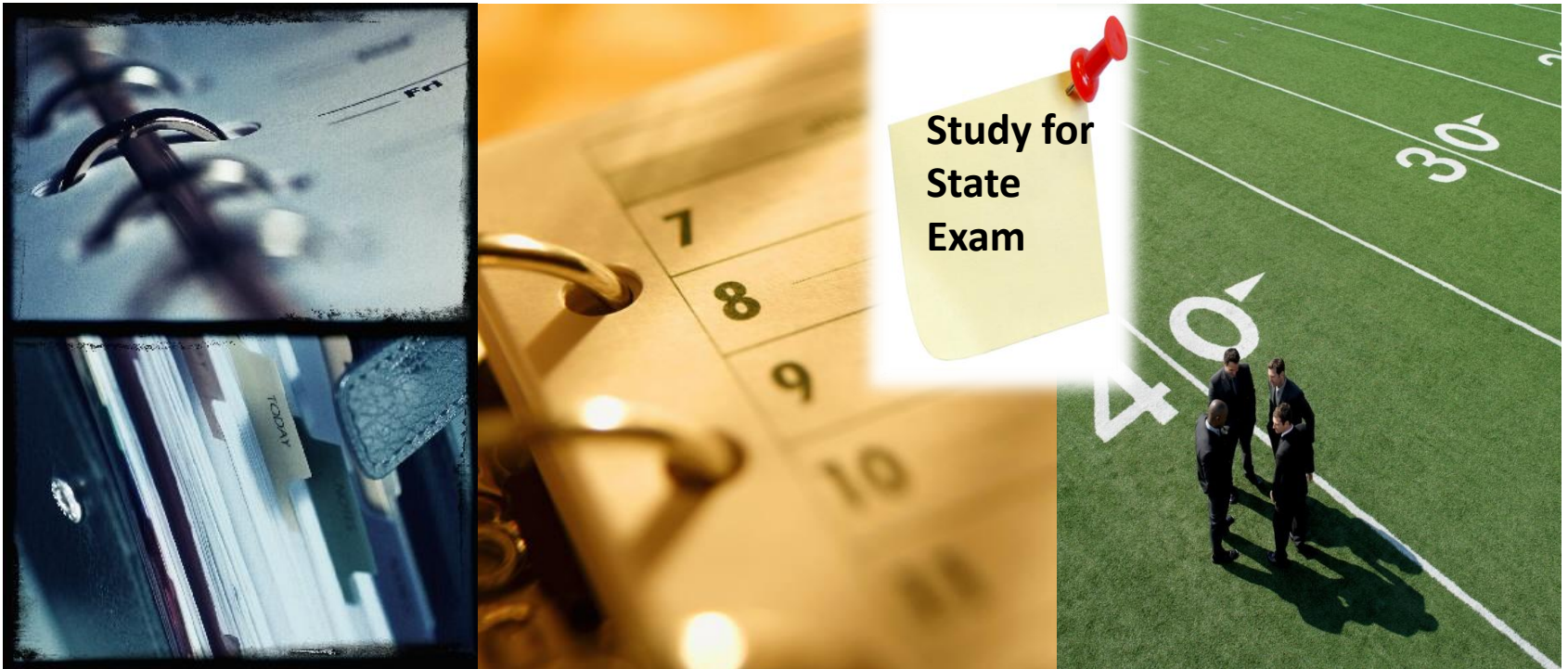
Please be sure to schedule your actual Test date within 3 days of Exam Preparation Intensive.

Example: Exam Preparation Intensive Date is Friday July, 16, 2014

I want to pass my exam by Monday 7/19/2014

# Massive Action Step #4

Create Study Schedule using 10 Day  
S-MAP-Simultaneously complete your  
course and study effectively



# Massive Action Step # 5

## Learn effective QLS Signature Test Taking Techniques



ATTEND  
EXAM PREPARATION  
INTENSIVE  
AKA  
ONE DAY CRAM  
[Register Here](#)



**DO you want to pass the first time?**  
**Do you Want a head start?**

**Purchase your copy of our [Guide to Discover  
Insider Secrets about Proven Effective Study  
Techniques](#) for only \$5.00 and Receive \$25.00  
off your Prelicensing Pass Package Today.**

**Disclosure: You must purchase guide then call our San Jose office to  
receive this offer same day and provide pay pal transaction number to  
validate. (no exceptions)**

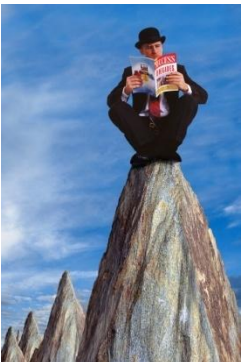
**[Click here to purchase now](#)**

# Massive Action Step #6

## Continue to Study Effectively



Create a Study Group



Clear all distractions

### Use QLS Study Techniques

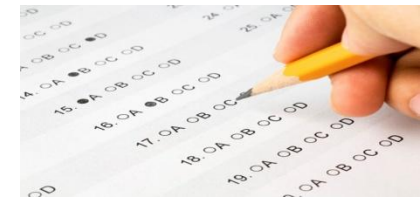
Clear your Distractions

5-Minute Mental Download

Clear Mind Space



Study the Binders at QLS Branch Office



**DO NOT TEST YOURSELF**

# Massive Action Step #7

## Day of Exam

### BE PREPARED!

Bring your Government Issued Photo ID

Affirmations:

I am Focused

I will manage my Energy and Focus on what I want

It is ok if I do not pass today

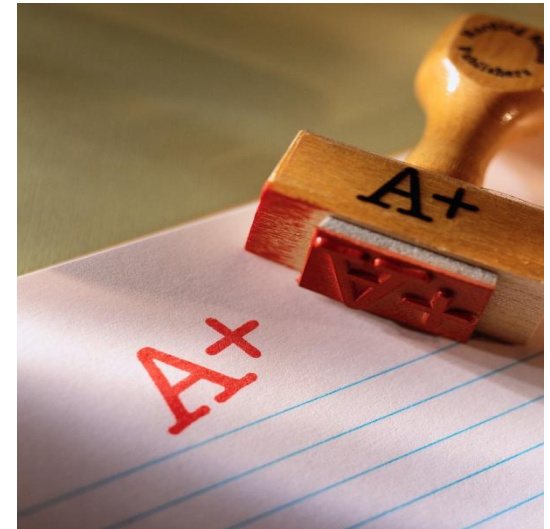
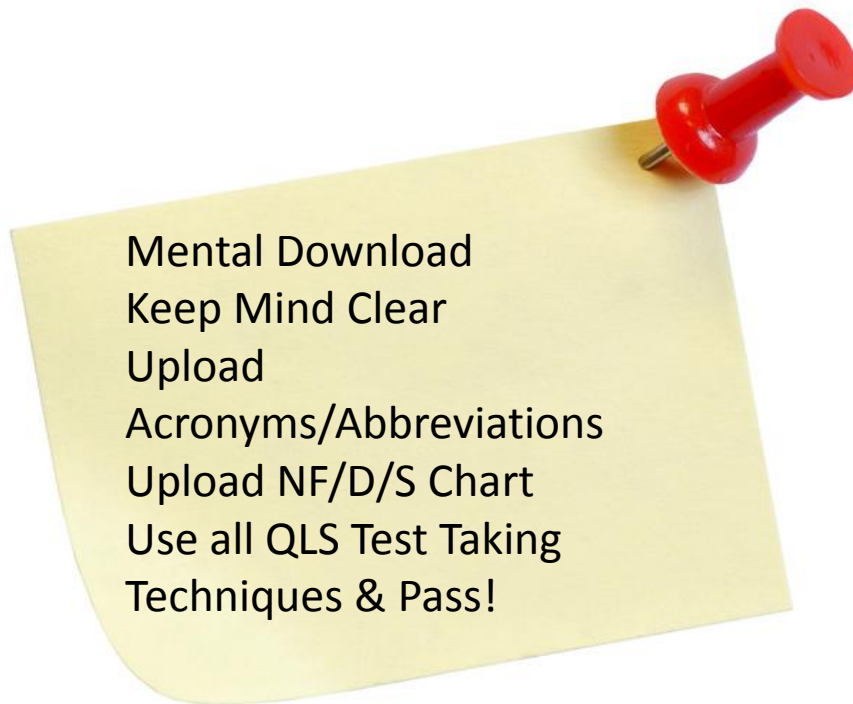
I will use QLS TTT and Pass!

**When I am feeling Anxiety I will remember to Breathe**



# Massive Action Step #7 cont.

## Use QLS Test Taking Techniques



**PASS YOUR EXAM THE FIRST TIME!**

# Massive Action Step #8

# Celebrate!



## Where will you Celebrate your WIN?

# Massive Action Step #9

## Join your Local Industry Association



NATIONAL ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

LEARN MORE [CLICK HERE](#)

# Massive Action Step #10

Create Production Goal for your first 12 months in the Insurance Industry!

Share goal with your manager to create your Success Massive Action Plan

CREATE VISION BOARD WITH ALL WHY'S  
& CREATE A SUCCESSFUL BOOK OF BUSINESS

# Quick Learning School is committed to your success

We look forward to serving You!

Please call Quick Learning School to Register  
800-829-8293

Start your Success Massive Action Plan TODAY

Visit our website for class schedules or register online for  
upcoming classes in one of our Bay Area Locations

[www.quicklearningschool.com](http://www.quicklearningschool.com)