

## Make 3 Sales

Observe three (3) training sales if you're a new associate. Make three (3) sales if you're a licensed agent.

## Recruit 3 New Associates

Help three (3) people on the road to becoming licensed agents.

## In 30 Days

Use this time to reach a performance standard again and again. The "Advancement Tracker" on MyWFG.com can keep you on target to reach your goals.

# 3-3-30 Strategy

An Action Plan for Growing Your Business

## What Is 3-3-30?



Take your business to the next level with the 3-3-30 Strategy.

The 3-3-30 Strategy is easy to learn and follow.

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## A Business Growth Strategy That's...

### Simple

3-3-30 is an easy-to-understand strategy that empowers you to build your team faster. Using this technique, you can bring on three new individuals to your team while observing three training sales within your first 30 days with the company.

### Clear

This straightforward business-building method helps to eliminate confusion and can help you quickly grow or rejuvenate your organization.

### Fast

This effective and repeatable strategy can help you quickly build your business in just 30 days. Repeat 3-3-30 to work toward the business growth you desire.

### Doable

3-3-30 breaks big goals into doable tasks to make them more manageable. **Start using this strategy today to help you get and stay on track to your goals.**



## What Can 3-3-30 Do for Your Business?

Quite simply, 3-3-30 can help you reach your goals. How far you go depends on the number of people you reach through your business and how you grow your organization.

### 3-3-30 Can Help:

- Generate leads to find potential associates or clients
- Build a strong team that can help individuals and families work toward their financial goals
- Increase the size of your business
- Jump-start new businesses and revitalize existing organizations
- Train new agents and associates on how to build successful businesses
- Move you to the next advancement level

Kick-Start Your Business with 3-3-30.