

## 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

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!

## Step 1

Success Massive Action Plan – Create Your Blueprint

## Step 2

G/W/C- Create solid Foundation

## Step 3

Take Massive Action - Start building above your foundation



# 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 June 10, 2010 4:30pm, I have passed my Life Agent 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**



# 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?



Create your personalized  
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

Decide which Learning Method is BEST for YOU!

& Register Today  
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?

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

## Did you know that

Children enter kindergarten as kinesthetic and tactual learners, moving and touching everything as they learn. By second or third grade, some students have become visual learners. During the late elementary years some students, primarily females, become auditory learners. Yet, many adults, especially males, maintain kinesthetic and tactual strengths throughout their lives.

# Are you wondering



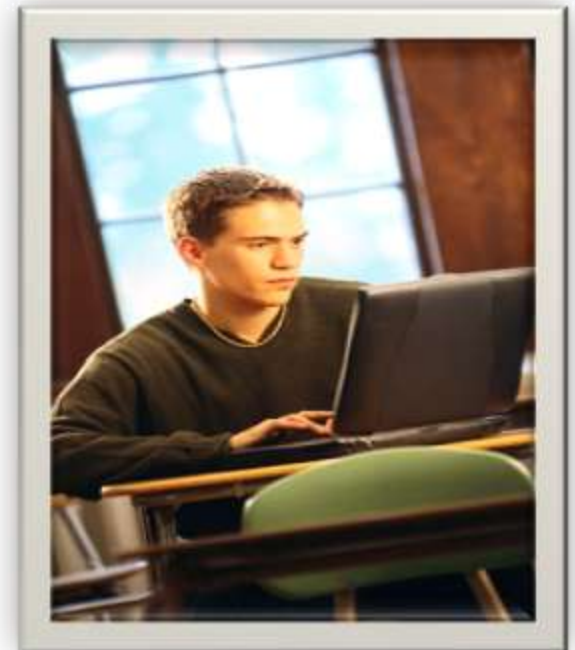
Click on Banner to find out!  
You will be re-directed to  
Edutopia to test yourself and  
learn more about your learning  
modality.

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

## Live Classroom



## Online Self Study



Vs.

# 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

Have you heard this quote before?:

What I hear and I tend to forget.

What I see and I tend to remember.

What I do and I tend to understand.

By Confucius

**Quick Learning School Trainers use  
“Accelerated Learning Techniques”  
which supports all modalities of learning!**

# Classroom Vs. Online

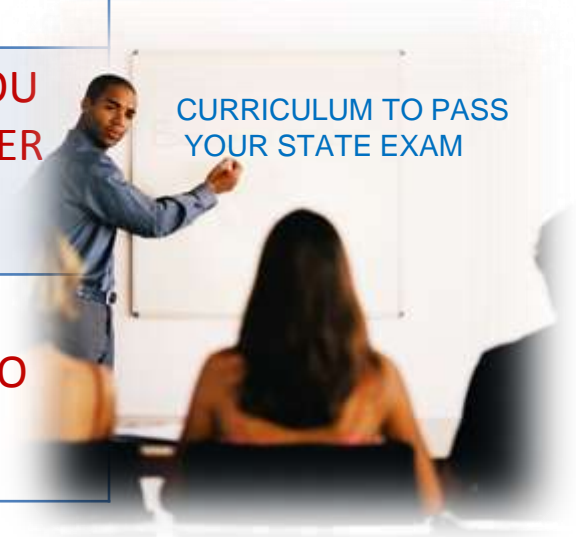
## What are the Benefits:

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

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	\$295.00*	\$218.00	\$198.99	\$69.99**
	*upgrade to 8 Hour cram - \$345.00		**add online textbook - \$253.99	**add online textbook - \$104.94
Call and ask for	PASS PACKAGE	PASS PACKAGE	PASS PACKAGE	PASS PACKAGE

# Register for 52-Hour Prelicensing

# Massive Action Step #2

## Apply for Insurance Licensing Application

1. Go to [www.quicklearningschool.com](http://www.quicklearningschool.com)
2. Click on [Career Resources](#)
3. Click on Insurance Licensing Application
4. Click on New Application
5. Fill out application online
6. Pay Licensing Fees \$ 165 .00
7. Download and Print Attestation and Checklist
8. Go Back to Career Resources Page on QLS website
9. Click on Schedule Exam Date Enter information
10. Pick Location then Go
11. Pick test date, and confirm Print test information

IF YOU NEED ASSISTANCE W,ITH 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 FLASH application, although it will take over 7 clicks to get to actual application. We have created quick Links to save time and easy access.**

# 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.

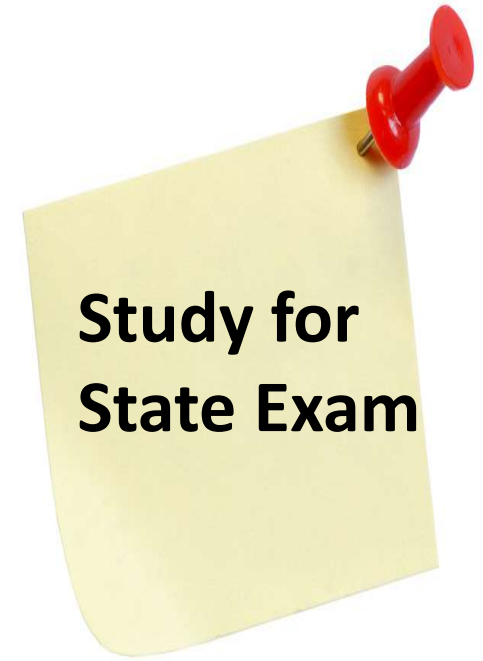
Please be sure to schedule your actual Test date within 3 days of Exam Preparation Intensive.

Example: Exam Preparation Intensive Date is Friday July, 16, 2010

I want to pass my exam by Monday 7/19/2010

# Massive Action Step #4

## Create Study Schedule



# Massive Action Step # 5

## Learn effective QLS Signature Study and Test Taking Techniques



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



# Massive Action Step #6

## 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**

# 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

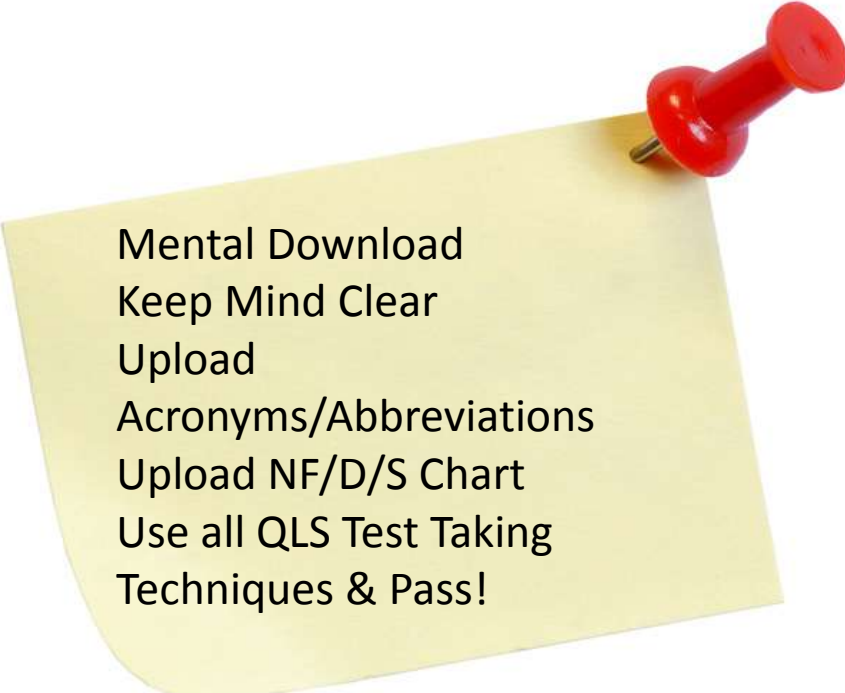
I will use QLS TTT and Pass!

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



# Massive Action Step #7

## Use QLS Test Taking Techniques



Mental Download  
Keep Mind Clear  
Upload  
Acronyms/Abbreviations  
Upload NF/D/S Chart  
Use all QLS Test Taking  
Techniques & Pass!



**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)