

## FIELD PREPARATION

**Bring your confidence and your A-game every single time. Remember, this is not about you. It is about the family you are helping.**

- ❖ What to wear
- ❖ Badge
- ❖ Tablet/Laptop with Internet
- ❖ A family Picture
- ❖ Printed Lead Card (if available)
- ❖ Laminated Credibility Sheet
- ❖ Blank Paper Sheets
- ❖ Final Expense Worksheet
- ❖ Mortgage Protection Worksheet
- ❖ Final Expense Underwriting Cheatsheet
- ❖ Mortgage Protection Underwriting Cheatsheet
- ❖ Product Brochures
- ❖ Field Underwriter Document
- ❖ Referral Worksheet
- ❖ Leave Behind Text
- ❖ Leave Behind Picture
- ❖ A Messenger Bag
- ❖ Physical Business Cards
- ❖ Digital Business Card
- ❖ Umbrella and Jacket
- ❖ 4 fold-up chairs
- ❖ Food / Water for the day
- ❖ Stylus Pen for Touchscreen
- ❖ Sticky Pads for Door-Knock