



2025 FIELD TRAINING FORM

Please fill out this form in its entirety

Completed forms should be submitted by Agency Owners

TRAINEE INFORMATION:

NAME: _____

AGENT #: _____

RESIDENT LICENSE STATE: _____

TRAINER INFORMATION:

NAME: _____

AGENT #: _____

RESIDENT LICENSE STATE: _____

*Requirements - The spirit of the Field Trainer Pay is to provide the trainer with compensation, beyond normal overrides, for training a new agent for a full week. The training is expected to be in accordance with ABM best practices and demonstrate the acquisition of clients by systematically following the Gobe Life Family Heritage Division cycle of selling and the principles taught therein. In that spirit, the initial training week can be either of the first two weeks the new Sales Professional submits business.

The \$3,000 NAP minimum must be accomplished without counting any of the premium related to:

- Policies written on *the new agent, their spouse or children.*
 - Policies written on *another agent, their spouse or children;* and Policies the *new agent pays for.*
 - The qualifying premium is reviewed when the Field Trainer Form is processed and may not be paid due to cancellations.
- One trainer is expected to train one Sales Professional in a given week. The same two agents may not train each other, and each be paid.

The field trainer form must be submitted via email to fhlsalesupport@globe.life by the AGENCY OWNER by Friday of the week following the training. NO EXCEPTIONS will be made for forms received after this deadline.

SALES ACADEMY WEEK Monday: _____	AGENCY OWNER: _____
FIELD TRAINING WEEK Monday: _____	FORM COMPLETED BY: _____

DAY	SELLING HOURS	CALLS MADE BY		DEMOS MADE BY		SALES/PREMIUM MADE BY		COMMENTS
		TRAINER	TRAINEE	TRAINER	TRAINEE	TRAINER	TRAINEE	
MON								
TUE								
WED								
THU								
FRI								
SAT								
SUN								
TOTAL								

MON	8.5	4	2	2	1	1/\$980	1/ \$980	
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FIELD TRAINER PAY

- Once approved by Gobe Life Family Heritage Division, the Agency Builder (AB) will be paid \$500. The \$500 is paid by Gobe Life Family Heritage Division in partnership with the Agency Owner.
- Agency Builders will be paid once they train a new Sales Professional in their initial training Week (definition below) in accordance with ABM training standards, and the new Sales Professional writes a minimum of \$3,000 NAP in either of their first 2 weeks.
- The Agency Builder will complete a Field Training Form signed by both the AB and the trainee. The AB will submit the form to their Agency Owner (AO) for approval. Once approved, the AO will submit the form to Gobe Life Family Heritage Division for inspection and approval.

_____ **Trainee Signature**

_____ **Trainer Signature**