



# 4X MENTORSHIP PROGRAM

"X Contender"

"X Masters"

"X Forces"

"X Mentor"

DOUBLE THE ACTIVITIES  
TO  
DOUBLE THE CASH FLOW

Time to Breakdown the "4 Factors" to  
Master, Run and Operate a  
GREAT BASE SHOP  
and  
DEVELOP MORE LEADERS.

**BE the**  
**INFLUENCER**  
**of YOUR:**

- Family
- Friends
- Community
- Hierarchy
- Recruits
- Base Shop
- Prospects
- Wealth Space

**LEARN to:**

- Lead vs. Manage
- Teach vs. Learning
- Inspire vs. Motivate
- Visualize vs. Goal Setting

## MASTER RECRUITING & PROSPECTING CERTIFICATION

Minimum 6 Sessions + 25 Personal Recruits

## MASTER SELLING & CLOSING/LBS CERTIFICATION

Minimum 6 Sessions + 25 Field Training Sales

## MASTER BASE SHOP BUILDER CERTIFICATION

Minimum 6 Sessions + 10 Recruits/10 Sales for 3 Consecutive Months

## MASTER LEADERSHIP CERTIFICATION

Minimum 6 Sessions + Promote 3 Direct Qualified VPs

Upon completing the minimum 6 Sessions,  
the goal is to **Award and Certify X Contenders** on the **4 Critical Skills** they are **Mastering** as a  
**Legacy Banking Consultant (LBC) and Field Vice President.**