STUDEMONT GROUP PLANNING

50/50 - Mentor Program

You've done your workshop and you've signed up a potential back end family, submitted them in your POM portal and now you are ready to educate them on how to pay for college partnering with Peace of Mind and Studemont Group Planning. The Mentor Program involves a close relationship with a SGP Mentor during the sales process allowing you to learn while closing cases. The mentor will run every meeting with you and your client after the family has signed up for the POM services. There are no limits on number of meetings and no additional upfront fee. This program requires a 50%/50% case split for all recommended sales.

What's included in the Mentor Program?

- All Client Appointments Run by Mentor - Beginning with Numbers Meeting (M2), mentor will run all appointments with you and your client
- Circle of Wealth Software (COW) - Mentor will educate your client with the COW software. You are not required to subscribe to this software.
- PowerPoint Presentation – This will be introduced when they are ready for sales presentation. It will be provided to you and your client at that time.
- Illustrations – Our office will provide you with all illustrations from any preferred carriers and recommend only what is in the best interest of the client.
- Insmark Analysis – Mentor will present an analysis of the design. You are not required to subscribe to this.
- GoToMeeting – You will receive a virtual meeting link from our office for you and your client to connect to every single meeting. You are not required to subscribe to any virtual meeting platform.
- Paperwork Assistance - Assistance with all applications associated with the case (i.e. life insurance, annuities, managed money, etc.).
- Underwriting Assistance – Our team will provide you updates throughout the underwriting process for all applications.

In order to determine if your family qualifies for this program, you are required to submit a preliminary case design. Please use the green hyperlink below the Mentor Program video to submit your client's financial information. Once our department reviews the preliminary case design, you will receive an **APPROVED**, **PENDING** OR **DECLINED** email. Below you will find details on what each email consists of for each scenario and your required steps.

APPROVED Email - The name of your assigned mentor for each case will be listed in the email. You will not always be assigned the same mentor.

> **Step 1: Schedule Numbers Meeting (M2) with Mentor** - Your assigned mentor's scheduling link will be provided for you to schedule your M2 (Numbers Meeting) with your client 2 weeks out.

<u>Step 2</u>: Upload Documents - An upload link will be provided for you to upload your clients planning questionnaire and financial documents. Every family has its own unique link. The College Financial Planning Questionnaire (CPQ) & the List of Documents Needed will be attached to this email.

NOTE: Please upload each document separately. Scanning all documents into 1 PDF will not be accepted.

<u>Step 3</u>: Sign & Upload Commission Split Agreement - A commission split agreement will be attached to this email. A signed and completed agreement will be required to be uploaded in the same upload link from Step 2 in the email before your case begins.

<u>PENDING Email</u> - If it is pending, we will send you an email requesting additional information.

<u>DECLINED Email</u> – If it is declined, we will send you an email stating the reasons for the declination. If you believe there is more information that may change your case, you may reply to the email with additional information we were unaware of. If it continues to be declined, your client's main point of contact for continued services is Peace of Mind College Consulting.