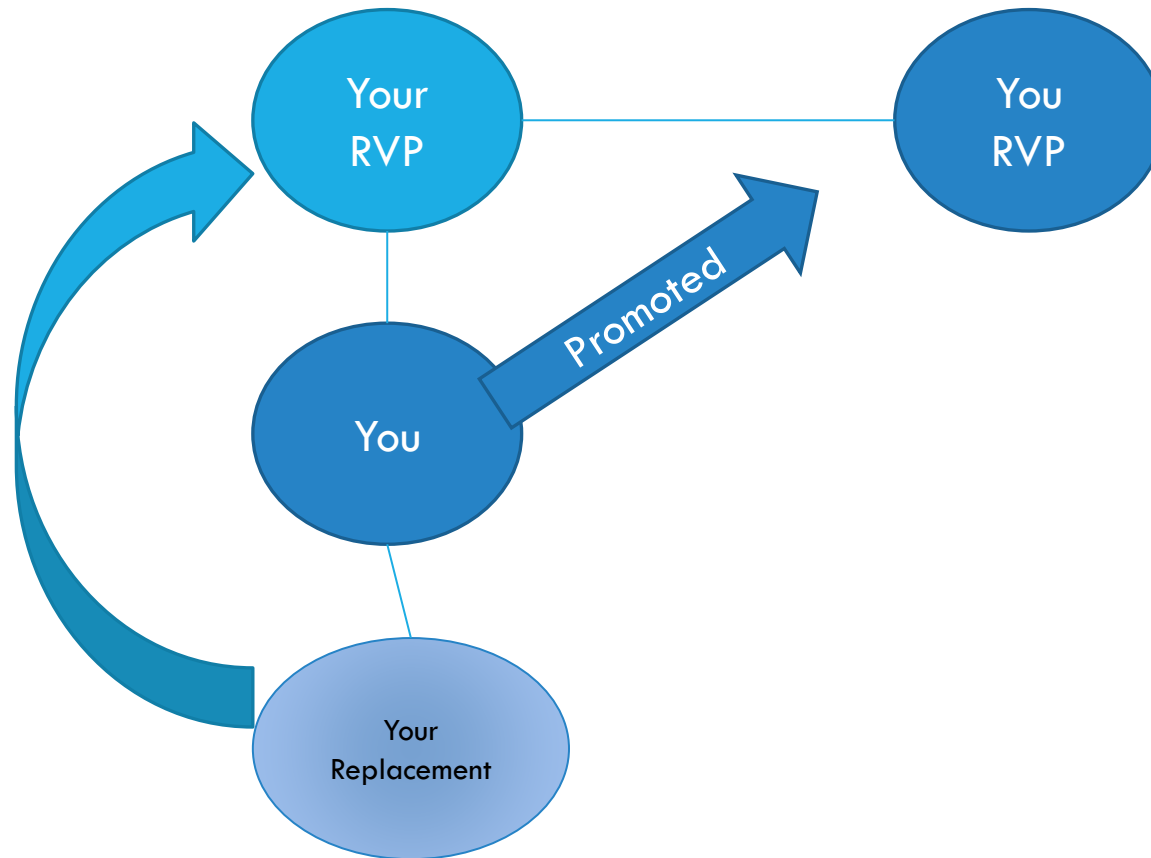




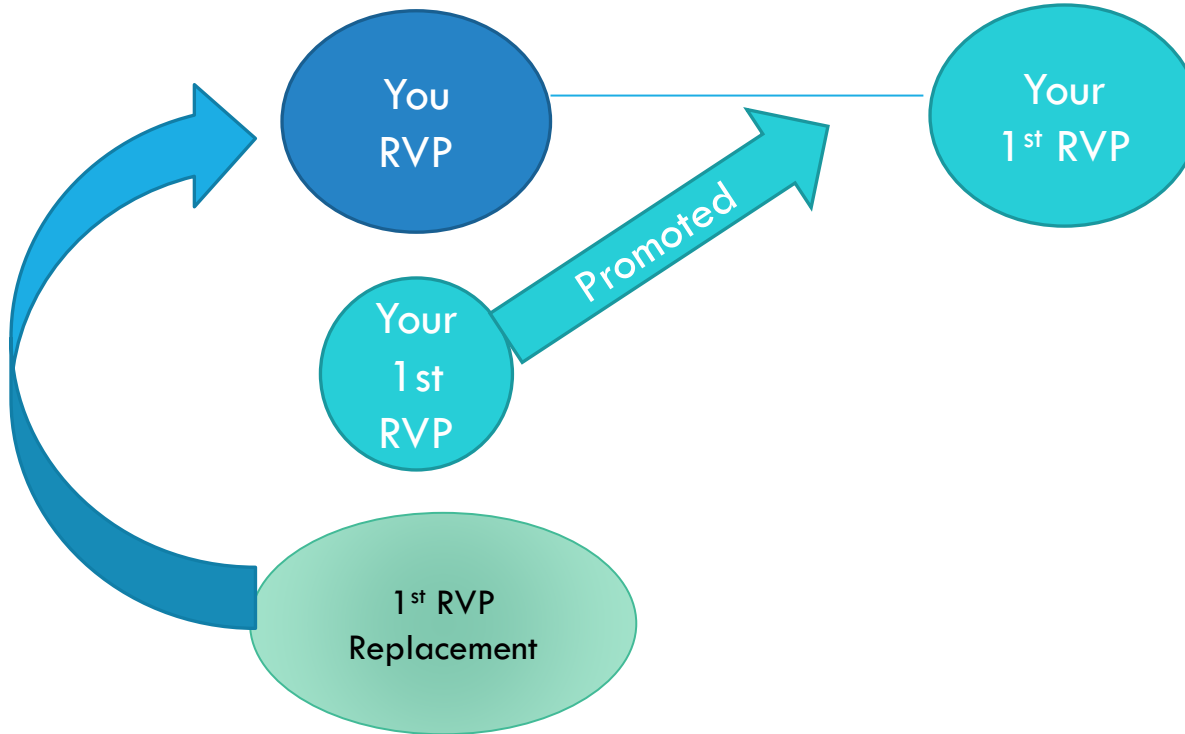
REPLACEMENT

The Jewel of the
Primerica System

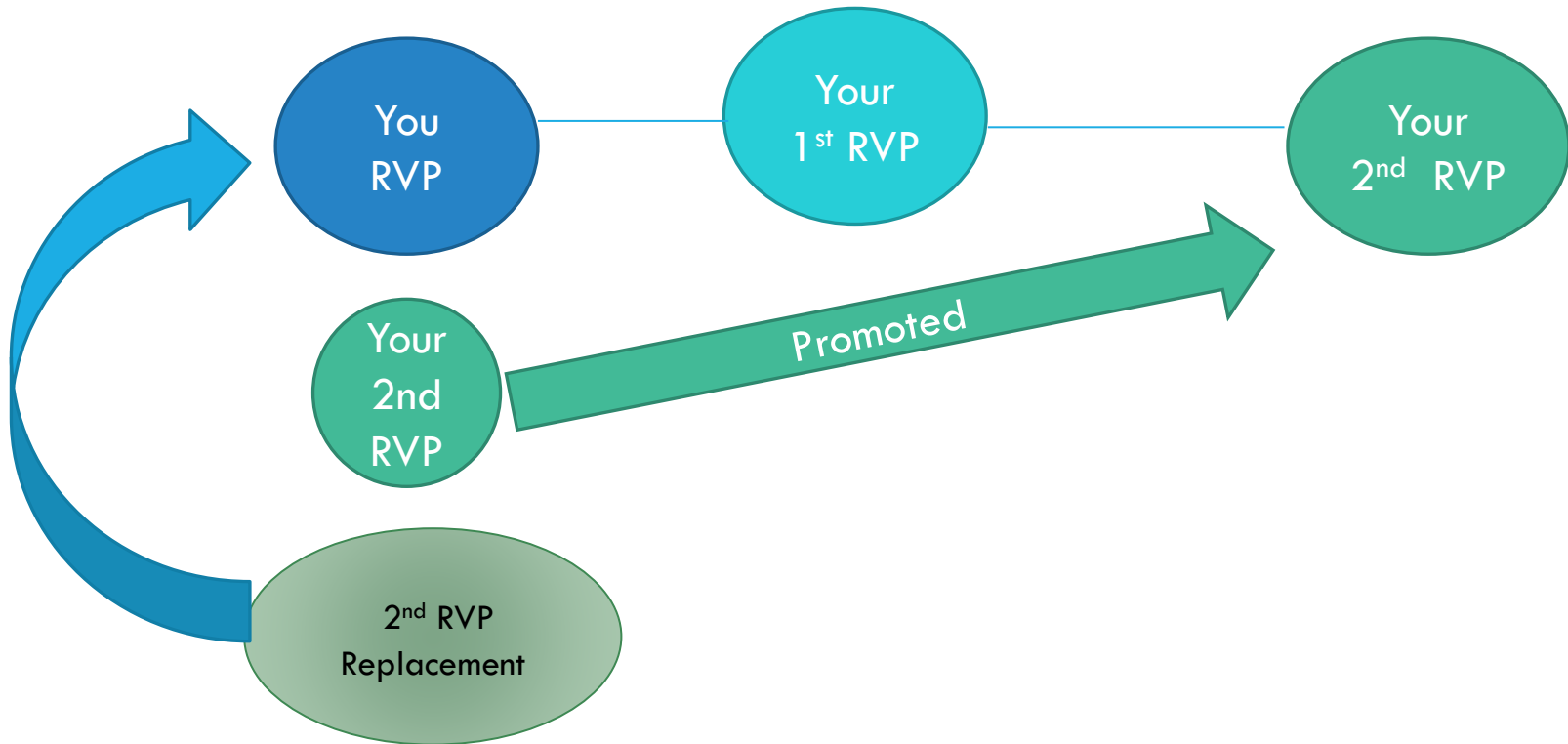
YOU GET PROMOTED AND LEAVE A GREAT REPLACEMENT



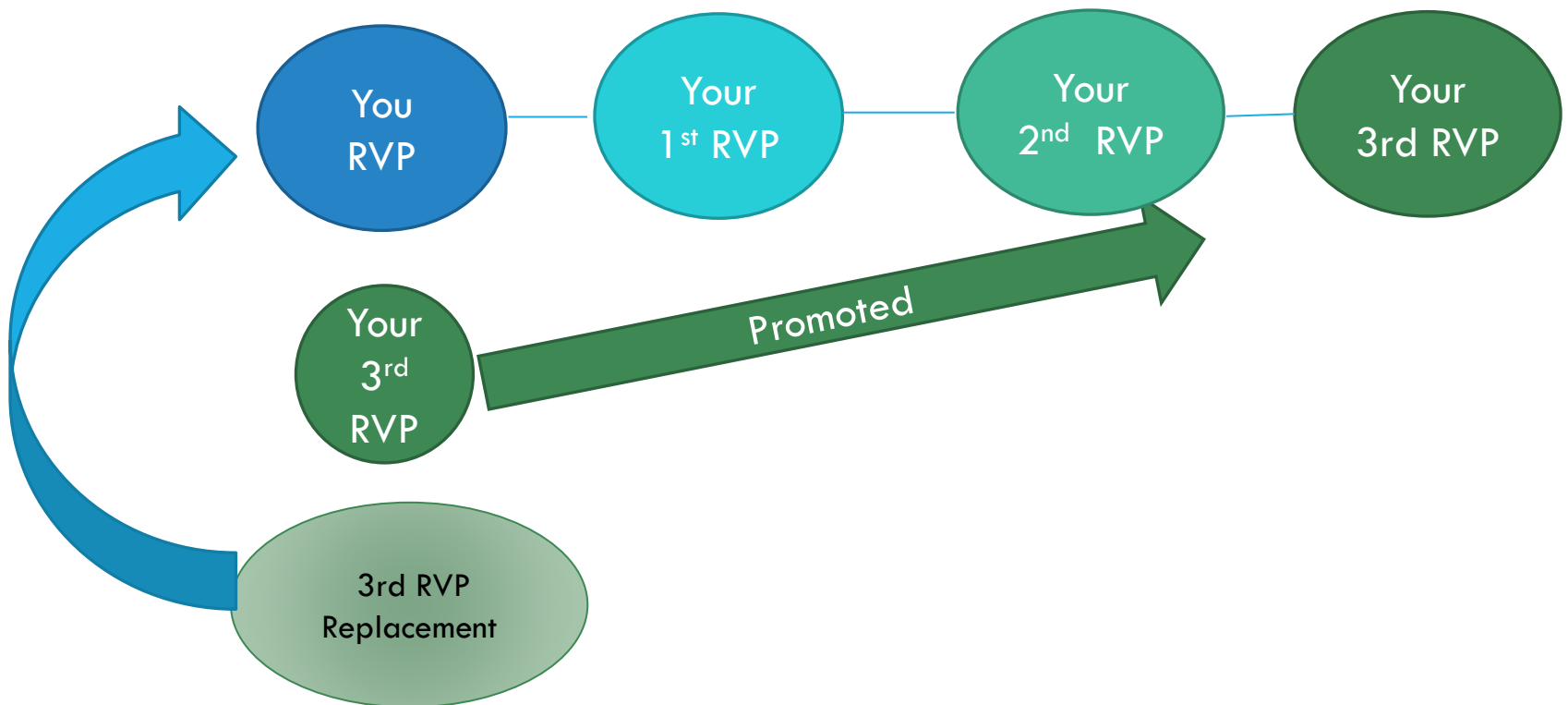
THEN YOUR 1ST RVP GETS PROMOTED AND LEAVES YOU A GREAT REPLACEMENT



THEN YOUR 1ST RVP'S REPLACEMENT GET PROMOTED AND LEAVES YOU A GREAT REPLACEMENT



THEN YOUR 1ST RVP'S REPLACEMENT'S REPLACEMENTS GET PROMOTED AND LEAVES YOU A GREAT REPLACEMENT



REPLACEMENT IS...

**PERPETUAL RVP FACTORY
FRANCHISE
DOWNPAYMENT....**

**MIKE SHARPE was asked:
"What are your guidelines to
go RVP"?**

- **Answer: "A killer replacement"!**

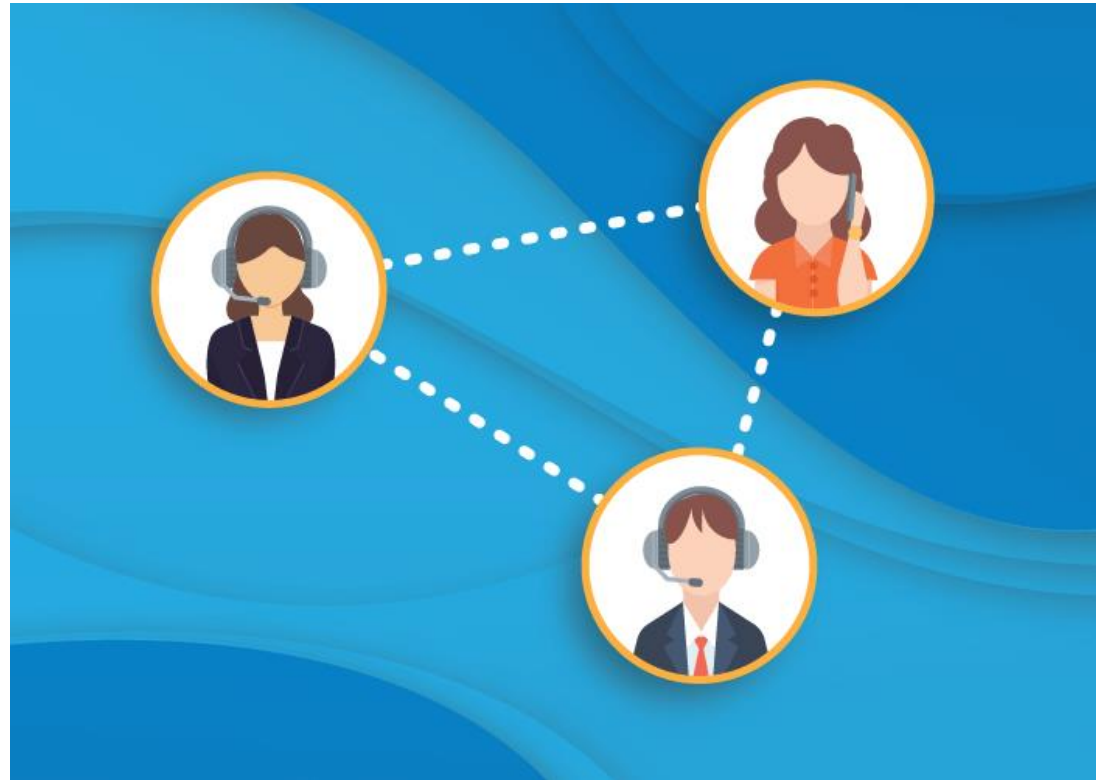
**ART said..."It's not a good
replacement if it doesn't hurt a
little".**

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HOW TO...

NEVER COMMIT TO A REPLACEMENT WITHOUT CONSULTING WITH YOUR UPLINE SNSD AND DOING A 3 WAY ZOOM TOGETHER



“I’m impressed with your success and your humility.”

- **“Bill, I realize I’m one bad replacement from the bottom and years and years still out in the field”.**

WHY...



If you don't take a worthy replacement go tell your spouse

- **“Honey, John isn't tough enough so I didn't take a worthy replacement so I need be in the field for 2 more years away from you and the kids so John won't be away from his spouse and kids.”**



WHAT DOES IT TAKE...

Question: “You are in Bill’s baseshop. What are you going to give for your replacement?”

- Answer: “I’m going to give him ALL HE WANTS because only then can I take all I want and the get the 7-10 direct RVPS Art talks about to be wealthy. Then my RVPS will do the same”.

WHEN AM I
QUALIFIED?

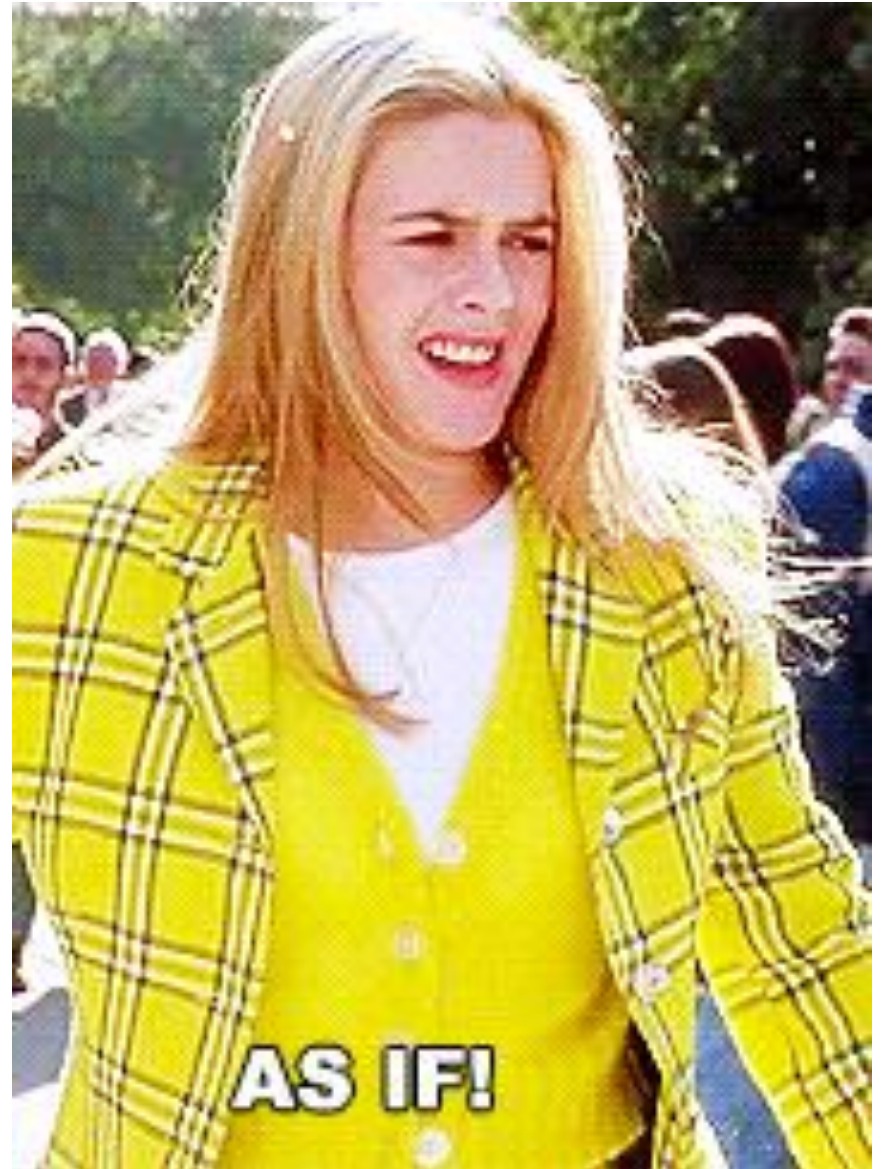
**You are not
qualified to go
RVP without a
worthy
replacement**



AS IF...

“If you were in my hierarchy you wouldn’t have to give a replacement”

“Yes, but then I couldn’t take any when I promote RVPs. Why would I want that. It’s the only way the RVP factory system works.”



SECRET FORMULA

**YOU ONLY
NEED PRODUCE
2 DIRECT
RVPS....**

- 1. ONE TO GO
RVP**
- 2. ONE TO GET
REPLACEMENTS
FROM OVER
AND OVER AD
INFINITUM...**



WHAT MADE THE GREATS GREAT?...ALL MDE'S

- 7 direct RVPs from replacements
- 9 direct RVPs from replacements
- 13 direct RVPs from replacements
- 4 direct RVPs from replacements
- 18 direct RVPs from replacements

