THE JOURNEY OF AN EQUIS FINANCIAL LEAD I'M A BRAND NEW JOE BUYS ME FOR \$41-\$49 IF A SALE IS MADE FROM ME, I'M PULLED "A" LEAD DEPENDING ON HIS CONTRACT LEVEL OUT OF THE SYSTEM AND I BELONG TO THE **SELLING AGENT FOREVER** IF JOE DOESN'T MAKE A SALE FROM IF NO ONE BUYS ME AFTER 60 ME AFTER 45 DAYS I BECOME A "B" DAYS. I BECOME A DISCOUNTED **LEAD AVAILABLE FOR \$6** A LEAD, AVAILABLE FOR \$20 IF NO ONE BUYS ME AFTER 60 IF NO ONE BUYS ME AFTER 60 **MARY BUYS ME FOR \$6** DAYS, I BECOME A "B" LEAD DAYS, I BECOME A "C" LEAD IF MARY DOESN'T MAKE A SALE **FROM ME AFTER 45 DAYS** I BECOME A "C" LEAD AVAILABLE **FOR \$2**

