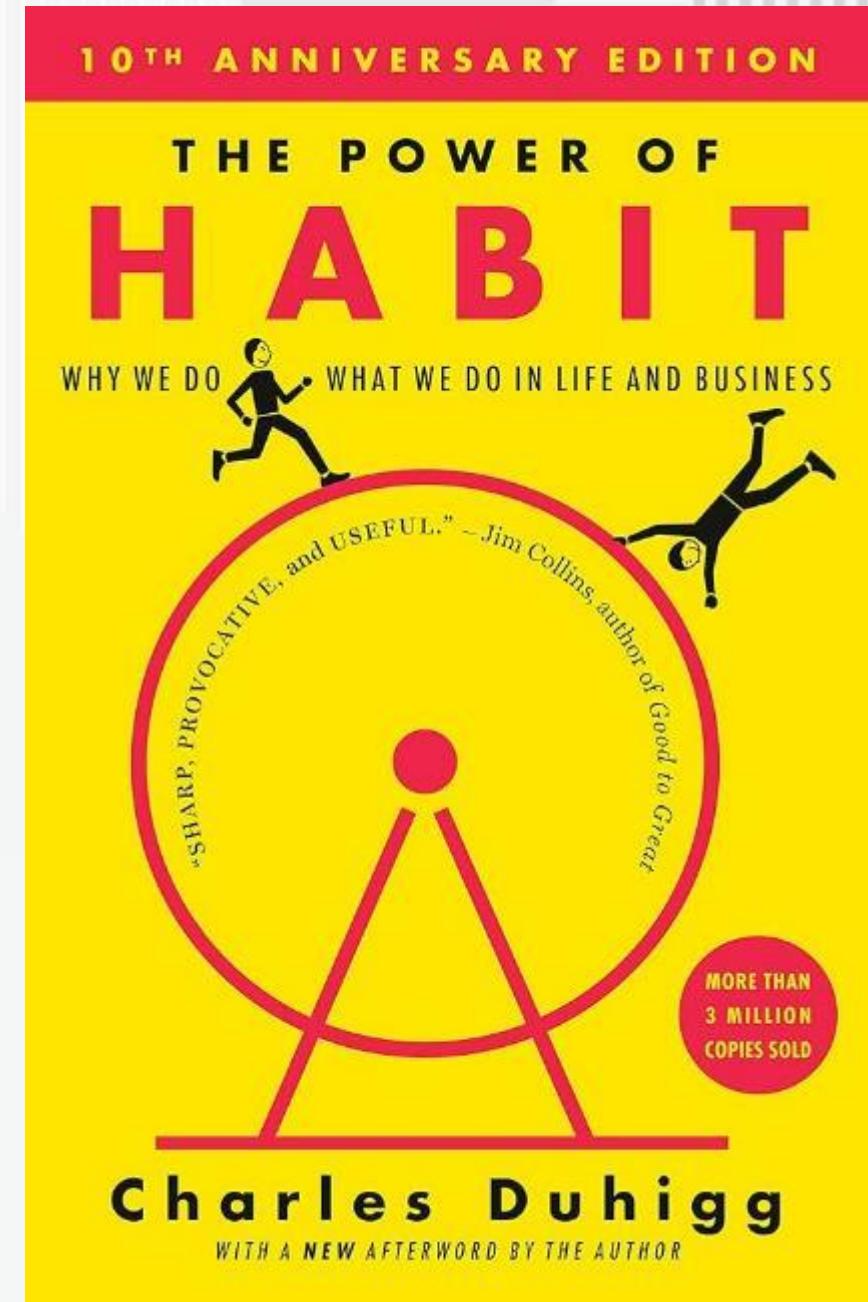




TEAM BUILDING TRAINING

December 28, 2023

December Book of the Month



TEAM CALL SCHEDULE

No Team Call on Monday

**Our Next Team Call will be
Tuesday, January 2, 2024**

at 9:00 AM CT





THE
COMMUNICATION
SHOW

2024 Kick-Off

Tuesday, January 2 @ 10 am CT

legalshieldassociate.com/show

ASL Link: www.theasl.life

Popular Links

- Team Docs
- Performance Club Information
- LegalShield Communication Show
- Member Perks
- Membership Attribution Request Form
- LegalShield Associate Perks
- Success Team Facebook Page
- LS Engage
- LegalShield Calendar
- The LegalShield Store
- Provider Law Firm Directory
- Fast Start Training Registration Page
- Join our Success Team Slack Group
- Performance Club Leaderboard
- LegalShield Facebook Page
- Purchase 2024 OKC Convention Tickets
- Mark Riches' Zoom Link
- Game Plan Scheduling Link

Personal Development

- Book of the Month Archives
- Personal Development Videos
- Personal Development Audios
- Personal Development Books
- Sales Training Videos
- Sales Training Books
- Leadership Books
- Leadership Videos
- Recommended Website Links
- Recommend Your Favorites

Performance Club

Congratulations to our team members who have PC Qualified this month!

GETTING STARTED IN B2B SALES

Friday, January 12, 2024
at 1:00 PM CT



Performance Club



Performance Club

When you consistently Performance Club qualify each month, you can earn more in bonuses, be recognized in the Performance Club Milestone program, and work toward earning the annual trip!



Qualify Monthly with 150 Points

Every premium dollar*	1 Point
Recruit New Associate with a Membership	50 Points
New Recruit - Fast Start Qualifies	50 Points
New Qualified Group Opened	50 Points



Monthly Bonuses

3 - 11 consecutive months qualified	\$200 bonus
12 - 23 consecutive months qualified	\$300 bonus
24 - 35 consecutive months qualified	\$400 bonus
36+ consecutive months qualified	\$500 bonus

Monthly bonuses require a personal retention of 65% or higher to pay out.

PC Milestones

Successful Associates know being Performance Club Qualified each month is key! Consistently PC qualify to earn branded swag, recognition on our monthly Communication Show, crystal awards at the Legends level, and more.



Annual Trips

Each year, LegalShield sends its top Associates on an exclusive trip to fantastic destinations like Cancun, Hawaii, or the Bahamas! Maintain your monthly qualification and meet all other trip contest rules and you and a guest could join us!

*Excluding National Plan premium. See next page for full details.

Performance Club

150 Points

Earn Points:

Every Premium Dollar = 1 Point

Recruit an Associate = 50 Points

FSQ an Associate = 50 Points

Open a Group = 50 Points

<u>Months Qualified</u>	<u>Monthly Bonus</u>
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3-11	\$200
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12-23	\$300
--------------	--------------

24-35	\$400
--------------	--------------

36+	\$500
------------	--------------

Recruit 2 associates a month with a LS plan.

160 PC Points

**Incentives Ending on
December 31st 2023**

Extended through the end of 2023...

\$49 Associate Fee

DREAM BIG & LEVEL UP

OCTOBER 2023 - DECEMBER 2023

Take your LegalShield Business to the Next Level by Advancing to Senior Manager or Director to Earn a Bonus!

New Level	Total Bonus
Senior Manager	\$250
Director	\$250

Up to \$500 in bonuses available to associates during the incentive period!

The Rules

- Achieve Sr. Manager by having 3 legs with an active Senior Associate in each leg AND have \$1,500 organizational premium written OR personally sell \$1,500 in premium. Minimum \$250 personal premium.
- Achieve Director by having 3 legs with an active Manager in each leg AND have \$3,000 organizational premium written OR personally sell \$3,000 in premium. Minimum \$500 personal premium.
- Associates "assigned" or "placed" at a level are not eligible to participate in this incentive.
- Must have an active LegalShield Advantage or Advantage Plus subscription at the time of level advancement to be bonus eligible.
- Bonus qualifiers must have a minimum personal and organizational retention of 65% at the time of bonus payout.
- All advancement activity must be completed by 11:59 p.m. CT on December 31st, 2023 to count for this incentive.
- New associates must be placed by 11:59 p.m. CT on December 31st, 2023 to count for this incentive.
- All associates must be in good standing with the company to receive incentives, including bonuses or trips. Any associate that is currently being sanctioned or on hold status will not be bonus eligible.
- For complete incentive guidelines [click here](#).

By participating in any LegalShield incentive or bonus program and to receive benefits, cash or otherwise, the associate agrees to have his/her full name, associate title, level, or standing published and recognized in LegalShield marketing materials, whether oral, written or electronic. LegalShield reserves the right, in its sole discretion, to review its incentives and reward programs, and to amend, terminate, and/or withdraw any or all aspects of an incentive, delay or stop payment of a bonus, to change bonuses when appropriate, and to amend or revoke this incentive, or any part thereof, at any time. Please refer to your Associate Agreement and Policies and Procedures for details on incentives, bonuses or compensation as the Associate Agreement and Policies and Procedures are the governing contract for all business between you and LegalShield. This incentive or bonus program is not a separate contract and no guarantee or promise of increased income or business is implied. Individual results and success as an independent sales associate depends on individual effort and abilities. For statistics on actual earnings, please review the Income Disclosure Statement at [legalshield.com/income-disclosure](#).

Senior Manager Bonus - \$250

Director Bonus - \$250

MANAGER MANIA

"BREAK 3 TO MAKE 3" TIMES THE BONUS!

OCTOBER 2023 - DECEMBER 2023

Earn an additional \$1,500 upline sponsor bonus when you personally recruit 3 new associates who go Manager in their first 45 days!

Qualification	Manager Mania Bonus
3 New Managers	\$1,500

This bonus is in addition to your upline sponsor bonus of \$200 for each new Manager and \$100 for each Manager who also Fast Start qualifies!

Earn up to \$2,400

in Upline Sponsor Bonuses when you help
3 Associates Fast Start Qualify and Advance to Manager!

AND there is no limit to the number of upline
Manager Mania bonuses you can earn!

Upline sponsors must have a minimum 65% organizational retention at the time of the upline bonus payout and meet all eligibility requirements. Manager Mania upline matching bonus payouts are subject to the qualifying Managers earning their Advance to Manager bonus.

Manager Mania

3 New Managers

October –December

\$1500 Bonus

Success Team Drawing

Drawing on Tuesday,
January 2nd 2024



Earn **ONE** entry for
EACH associate you
recruit between
December 11th and
December 31st 2023





How to Have Massive Success in 2024!



How to Have Massive Success in 2024

1. DECIDE what you want and write it down.

**“Whatever you vividly
imagine, ardently
desire, sincerely
believe, and
enthusiastically act
upon must inevitably
come to pass.”**

Paul J. Meyer



Compensation Plan

Personal Sales
Advance Elite
\$370.00

Executive Director (monthly qualification)
Achieve this level by being at Director level with \$1,600 premium written (personal or organizational), cannot count more than \$800 premium written from any 1 leg AND qualify for the Activity Requirement. Qualify in one month to receive commission increase on all organizational sales the following month.

\$295.00

Sr. Director (monthly qualification)
Achieve this level by being at Director level and having a minimum of \$800 premium written (including personal sales) with no more than \$400 premium written from one leg. Must be Performance Club qualified.

\$220.00

Director
Achieve this level by having 4 legs with an active Manager in each leg AND have \$4,000 organizational premium written OR personally sell \$4,000 in premium. Minimum \$500 personal premium.

\$160.00

Sr. Manager
Achieve this level by having 4 legs with an active Senior Associate in each leg AND have \$2,000 organizational premium written OR personally sell \$2,000 in premium. Minimum \$250 personal premium.

\$120.00

Manager
Achieve this level by having 4 legs with an active Associate in each leg AND have \$500 organizational premium written OR personally sell \$500 in premium.

\$90.00

Sr. Associate
You will now begin receiving advanced commissions once you have sold \$120 in premium plus recruit 1 new Associate or personally sell \$180 in premium.

Fast Start: If you meet your Fast Start Qualification requirements you will receive advanced commissions on sales made at the Associate level, PLUS qualify for additional bonus opportunities. If you do not meet these requirements, you are paid as-earned commissions on these sales.

\$70.00

Associate—Welcome to Your Business
This is your starting level when you join LegalShield. Commissions at this level are paid as earned.

For more information on additional earning opportunities go to LSEngage.com > Resources > Incentives.

Things you need to know: Commissions are paid based on membership premium sold, either personal, or when an eligible Associate on your team makes a sale. Commission amounts shown represent a one-year advance. If a membership cancels during the advance period, you will be charged back against future commission advances. Commissions are paid daily via direct deposit with a minimum of \$20. If you have submitted a processable membership during the month (or previous month if Executive Director). NOTE: When an Associate in your organization makes a sale, you will receive the Override Advance for each level between yourself and the next active Associate in your downtime.

Compensation is subject to change without notice and is subject to all company policies and procedures. All Associates with a production date prior to the last revision of the advancement criteria will need personal activity (which may include personal membership premium written or personal recruit) to promote through new advancement criteria. Organizational memberships include all personal and downline memberships. You will be charged a \$35 non-taken fee (in addition to the chargeback amount) for memberships on which money is not collected. The Company reserves the right to pay commissions on any sale based on actual payment received from the member (or as earned) or in certain cases to pay commissions on a modified structure which allows level commission earnings.

*Associates that reside in Manitoba will have 60 days from their effective date to get their license appointed with the Corporate Office and 20 days from their licensing date to Fast Start Quality.

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\$64.90

Effective October 1, 2021

Cumulative Override Advance

This is money advanced to the first active upline Associate at a higher level.

FOR EXAMPLE

If you are a Director, and your Sr. Manager personally recruits an Associate who makes his/her first sale, your advance would be the override above your **Sr. Manager**.

Your Sr. Manager would receive the advance override above his/her **Associate**.

ELITE BASIC

If you are an Executive Director:

Sr. Director	\$75.00	\$50.00
Director	\$150.00	\$100.00
Sr. Manager	\$210.00	\$160.00
Manager	\$250.00	\$200.00
Sr. Associate	\$280.00	\$230.00
Associate	\$300.00	\$250.00

If you are a Sr. Director:

Director	\$75.00	\$50.00
Sr. Manager	\$135.00	\$110.00
Manager	\$175.00	\$150.00
Sr. Associate	\$205.00	\$180.00
Associate	\$225.00	\$200.00

If you are a Director:

Sr. Manager	\$60.00	•
Manager	\$100.00	
Sr. Associate	\$130.00	
Associate	\$150.00	

If you are a Sr. Manager:

Manager	\$40.00	
Sr. Associate	\$70.00	
Associate	\$90.00	•

If you are a Manager:

Sr. Associate	\$30.00	
Associate	\$50.00	

If you are a Sr. Associate:

Associate	\$20.00	
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Elite Commissions!

Simply Performance Club qualify in one month to receive Elite commissions on sales processed the following month! (Minimum 65% rolling 12-month personal AND organizational retention required.)

Decide what commission level you want to be at.

•

Performance Club

When you consistently Performance Club qualify each month, you can earn more in bonuses, be recognized in the Performance Club Milestone program, and work toward earning the annual trip!



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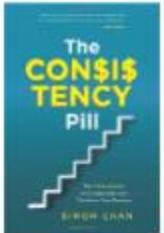
*Excluding National Plan premium. See next page for full details.

Decide to be
Performance Club
Qualified every
month.



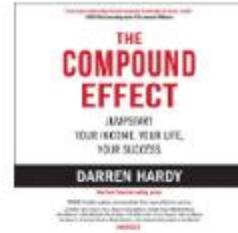
Win the Day

Mark Batterson



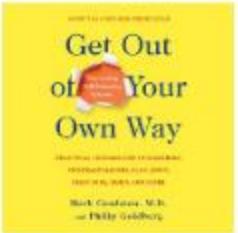
The Consistency Pill

Simon Chan



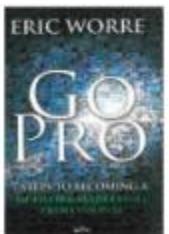
The Compound Effect

Darren Hardy



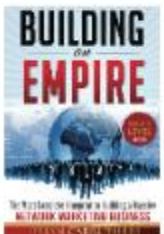
Get Out of Your Own Way

Philip Goldberg



Go Pro

Eric Worre



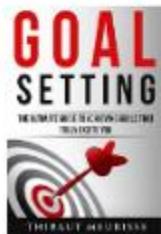
Building an Empire

Brian Carruthers



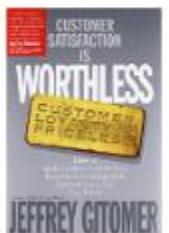
The 12 Week Year

Brian P. Moran



Goal Setting

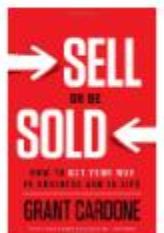
Thibaut Meurisse



Customer Satisfaction is

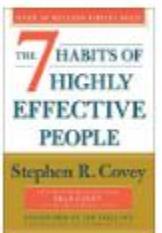
Worthless

Jeffrey Gitomer



Sell or Be Sold

Grant Cardone



The 7 Habits of Highly Effective

People

Stephen R. Covey



On Purpose

Jim Tanner

Decide to read the Book of the Month every month.



Decide to attend
the International
Convention in
April.



Team Events & Important Numbers

Weekly Team Call

Every Monday at 9:00 AM CT

This is our weekly team call and all associates are highly encouraged to attend. This call is packed full of training, recognition, and motivation. Just go to www.stwzoom.com.

Weekly Fast Start Training

Every Tuesday at 7:00 PM CT

This Zoom is great for new associates that have not yet advanced to Sr. Associate; attendance is required in order to earn a bonus. Just go to www.stwzoom.com.

Weekly Team Building Training Zoom

Every Thursday at 7:00 PM CT

This weekly Zoom is great for any associates focused on building a team. Just go to www.stwzoom.com each Thursday evening at 7 PM CT.

- To join our FREE text alert service, text the word **SUCCESS** to (833) 366-6679.
- To access your Success Team back office, go to www.stw.team and go to the Associate Access area and login.
- For questions related to the processing of memberships and commissions, contact LegalShield Associate Services at (580) 436-7424; or email associateservices@legalshield.com
- To reach the Business Solutions Department, call (800) 972-9272.
- For questions regarding your own LegalShield membership, contact Member Services at (800) 654-7757; or email memberservices@legalshield.com
- To reach Licensing, email licensing@legalshield.com

**Decide to
participate in the
team calls and
team events.**

BUILD YOUR DREAM

October 2023 - December 2024

Achieve a new rank of Senior Director or Above for THREE consecutive months to...EARN BIG BONUSES!!

New Level Achieved for 3 Months	Organizational Recruits	Total Bonus
Senior Director	10	\$1,000
Executive Director	15	\$2,500
Bronze ED	30	\$5,000
Silver ED	45	\$10,000
Gold ED	60	\$15,000
Platinum ED	75	\$20,000
Double Platinum ED	150	\$25,000
Triple Platinum ED	225	\$30,000
Platinum Elite ED	300	\$50,000
Diamond ED	375	\$100,000

Qualifier Bonus Eligibility:

- ✓ Achieve a new level for 3 consecutive months.*
- ✓ Meet the organizational recruiting minimum during the consecutive 3 months.
- ✓ Performance Club qualify each month of the 3 consecutive months.
- ✓ Minimum 65% organizational (12-month rolling) retention at the time of bonus payout.

*Must not have achieved the new level for 3 consecutive months since January 2023.

Up to 100% in Upline Matching Bonuses!

Executive Director	=20% Matching
Bronze Executive Director	=20% Matching
Silver Executive Director	=20% Matching
Gold Executive Director	=20% Matching
Platinum Executive Director	=20% Matching

Upline Matching Bonus Eligibility:

- ✓ Performance Club qualify each of the 3 consecutive months of your qualifying associates' eligible activity.
- ✓ Minimum 65% organizational (12-month rolling) retention at the time of bonus payout.

Decide what
bonuses you will
earn in 2024.



10 Core Commitments

If you want to achieve a high level of success in this business, follow these 10 Core Commitments.

1. Start Each Day the Right Way

- Commit to personal development by reading 10 pages of a book per day
- Listen to 15 minutes of an inspirational audio
- Review your action steps for the day
- Create good habits

2. Stay Connected

- Team Training Zooms
- Social Media Groups
- Monthly Communication Show
- LSEngage Emails
- Use Your Membership (Product of the Product)

3. Commit to 2 Exposures Every Day

- Use the Prospect App to share tools
- Enrolling memberships is how you earn income!
- Recruiting associates is how you build a team!

4. Attend Weekly Events with Guests

- Make a 52-week commitment
- Invite guests each week to grow your team
- Attend local live events (legalshieldcalendar.com)
- Attend virtual events

5. Attend Super Saturday Every Month

- Grow your team by inviting guests
- Promote to your team for recognition, training and inspiration

6. Help New Associates Get Started Right

- First Step (3 Easy Steps)
- Help associates contact their first 10 prospects
- Commit to helping them Fast Start Qualify
- Help new associate register for Fast Start Training

7. Attend the International Convention

- Learn from the top leaders, all in one weekend; bigger vision, bigger belief!
- Attend your team breakout session
- Next event: March 30 - April 2, 2023 in Charlotte, NC

8. Retain Your Members

- Sell the membership right
- Get members to download the app and use the membership (Will preparation)
- Share stories of how you have used the membership
- Work your precancels
- Ask for referrals

9. Find a Workout Partner

- Partner with someone who will hold you accountable, motivate you, and help you stretch for more

10. Be Here a Year from Now

- And commit to the other nine Core Commitments

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US_NT_LS_FS_EN_10CoreCommitments_v02_070822

Decide how many memberships you are going to write and how many associates you will recruit.

“Setting goals is the first step
in turning the invisible into
the visible.”

“Every minute you spend in planning saves 10 minutes in execution; this gives you a 1000% return on energy!”

- Brian Tracy

“The thing about goals is living without them is a lot more fun, in the short run. It seems to me, though, that the people that get things done, who lead, who grow and make an impact... those people have goals.”

- Seth Godwin



**“People are not
lazy... they just
have impotent
goals, that is
goals that don’t
inspire them.”**

- Tony Robbins

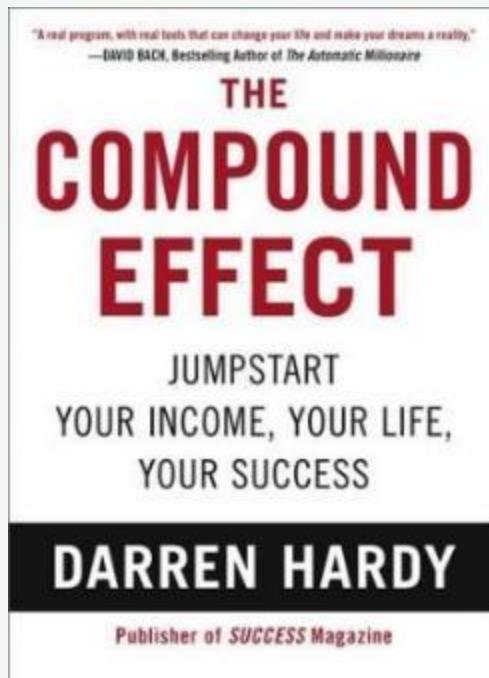
*You have
Everything
you need
to Build a
Million
Dollar
Business!*



How to Have Massive Success in 2024

1. DECIDE what you want and write it down
2. Develop an ACTION PLAN for success

“You will never change your life until you change something you do daily. The secret of your success is found in your daily routine.”

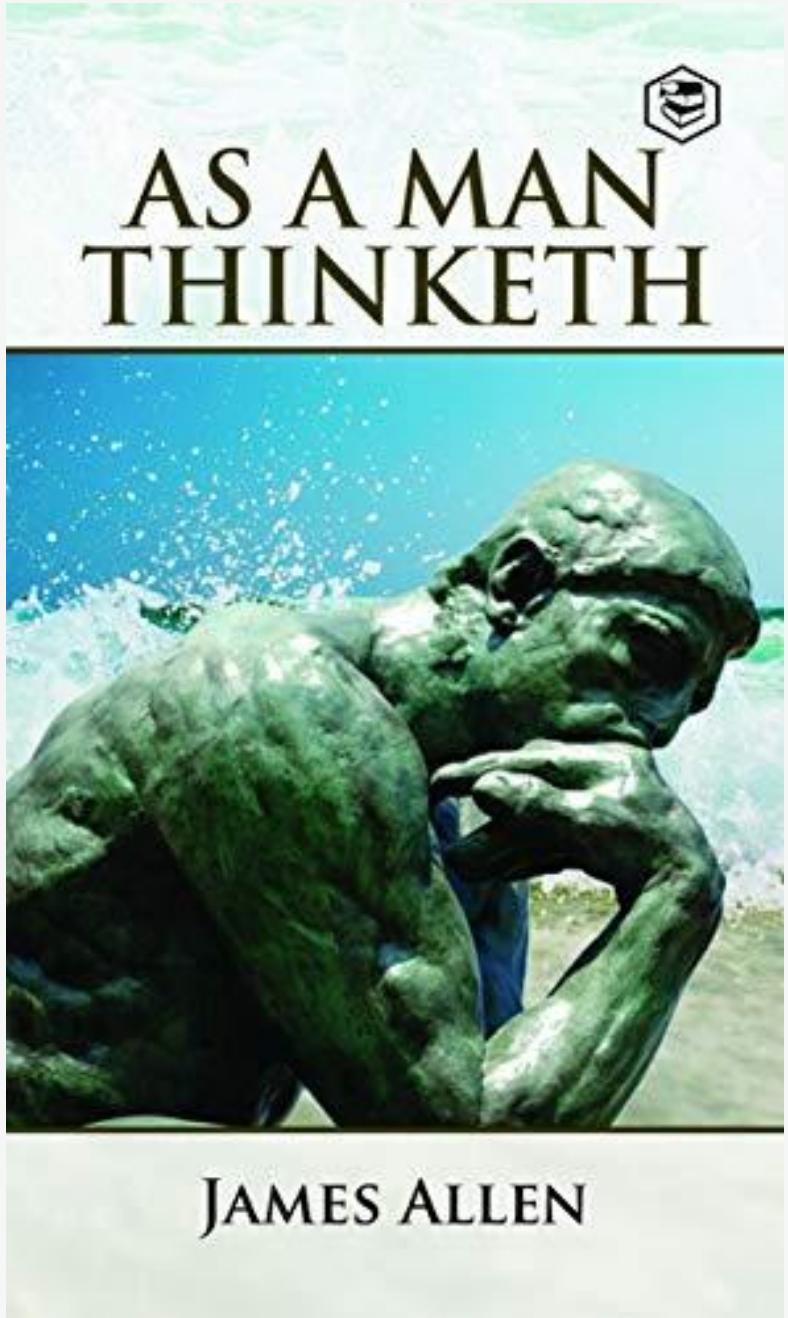


— Darren Hardy, The Compound Effect

“Not what they wish for and pray for do people get, but what they justly earn.

Their wishes and prayers are gratified and answered only when they harmonize with his thoughts and actions”

James Allen, As a Man Thinketh



Book Recommendation

As a Man Thinketh

By James Allen



“Setting a goal is not the main thing. It is deciding how you will go about achieving it and staying with that plan.”

Tom Landry

Develop an Action Plan for Success

- Make it as detailed as you can
- Set time frames
- Bounce your plan off someone that has been there and done that.



Scott Brooks
South Carolina

**50 calls a day
5 days a week**

**50 calls by noon
everyday**

MASSIVE EXPOSURE

=

MASSIVE RESULTS

How to Have Massive Success in 2024

1. DECIDE what you want and write it down
2. Develop an ACTION PLAN for success
3. Be CONSISTENT in your daily routines



Success Requires ACTION!

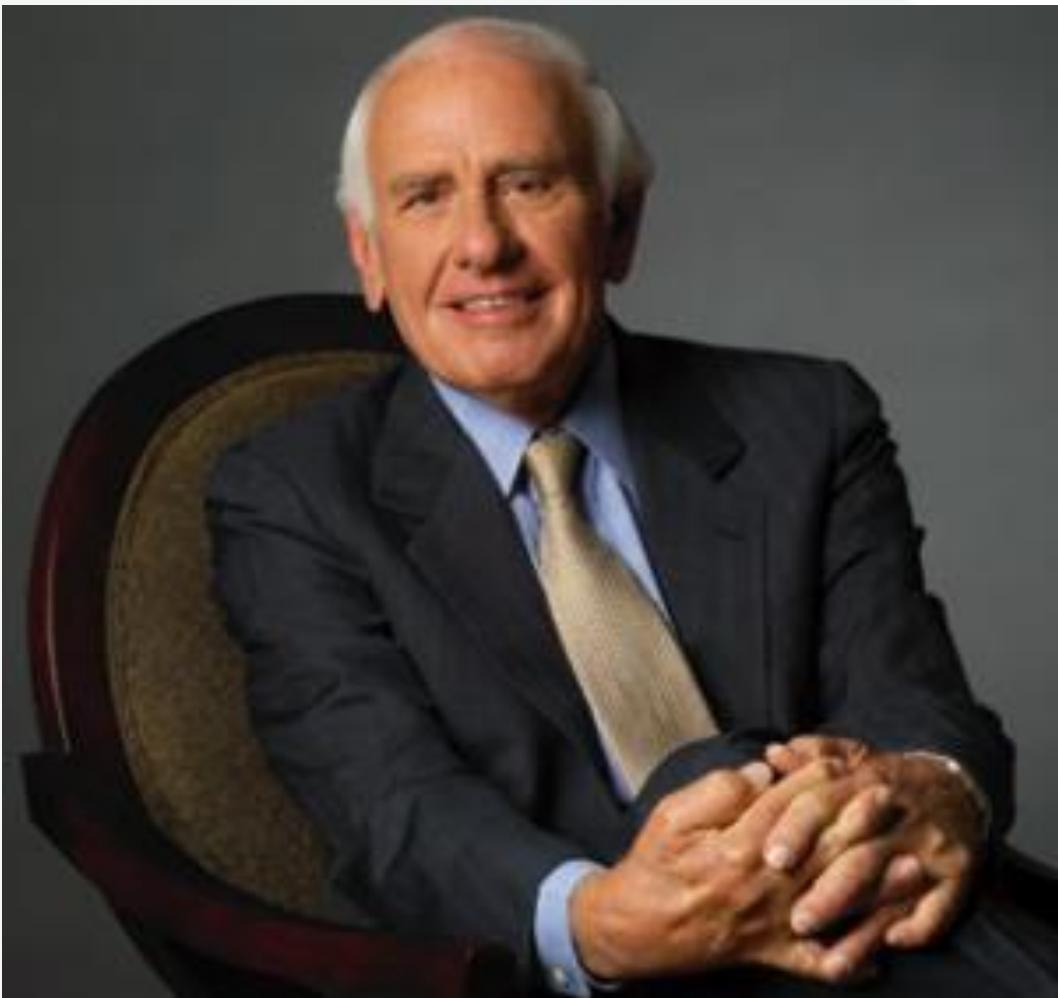


“The path to success is to take massive, determined actions.”

- Tony Robbins

“Inaction breeds doubt and fear. Action breeds confidence and courage. If you want to conquer fear, do not sit home and think about it. Go out and get busy.”

—Dale Carnegie

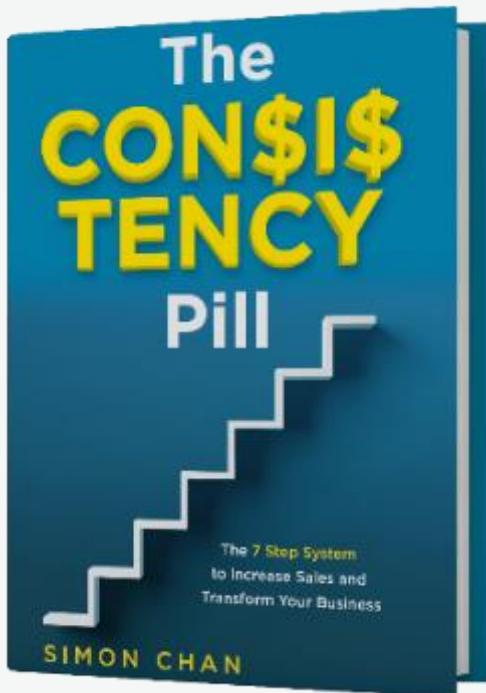


**“A few simple
disciplines
practiced everyday
will begin to
change your life.”**

Jim Rohn

**“Discipline is the bridge
between goals and
accomplishment.”**

“Consistency helps you master anything you want to pursue. Any strategy will work if you become consistent.”

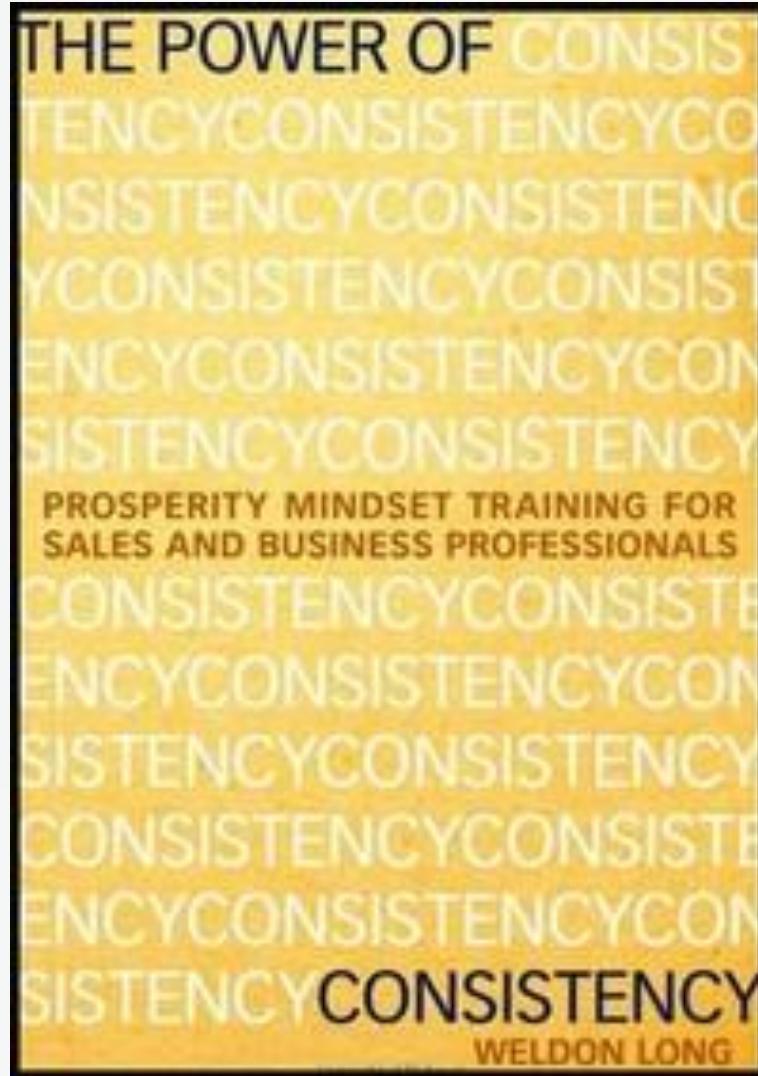


— Simon Chan, The Consistency Pill

Many people start doing the very things that will create financial independence for them, but they stop doing those things.

“It's easy to blame failures on external circumstances. But the fact of life is, bad things happen to good people. The most successful people didn't get where they are by miraculously avoiding every obstacle in life. They succeeded by mastering a Prosperity Mindset that prepared them to overcome challenges and thrive in the face of adversity—consistently.”

Weldon Long



Book Recommendation

**The Power of
Consistency by
Weldon Long**

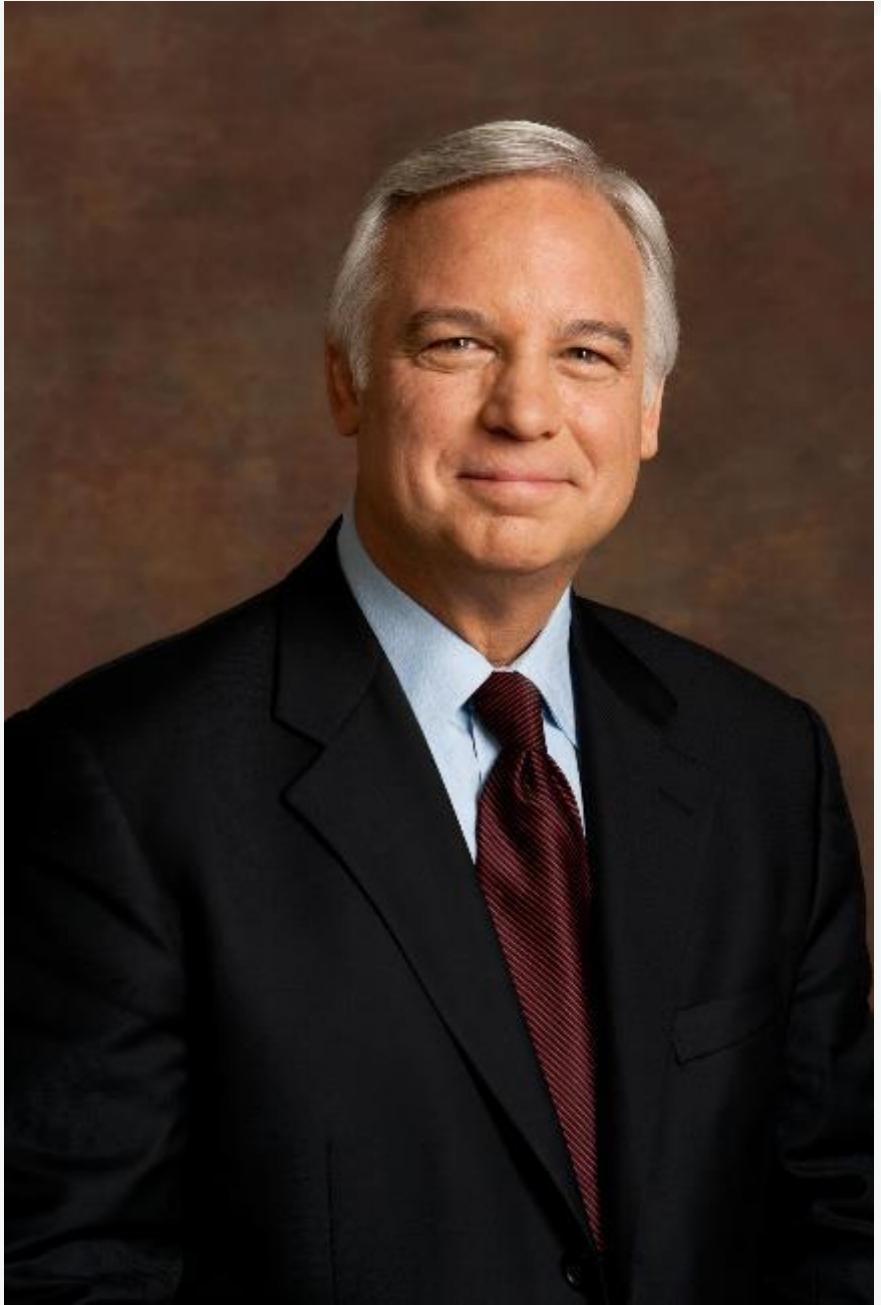
**Successful people
are simply those with
successful habits.**

You must learn how to
MASTER
the
MUNDANE



What Does Success Look Like?

1. Canceled appointments
2. People that say no
3. No shows for Zoom meetings
4. People that quit
5. People that don't produce
6. Setbacks and challenges

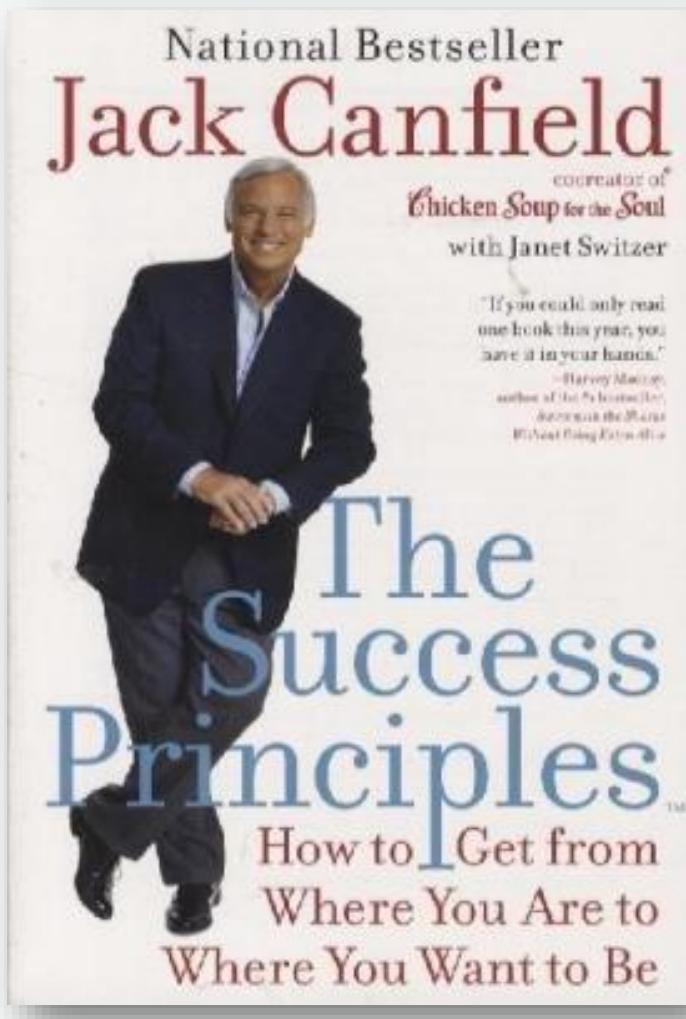


“Successful people maintain a positive focus in life no matter what is going on around them.”

Jack Canfield

“They stay focused on their past successes rather than their past failures, and on the next action steps they need to take to get them closer to the fulfillment of their goals, rather than all the other distractions that life presents to them.”

Jack Canfield



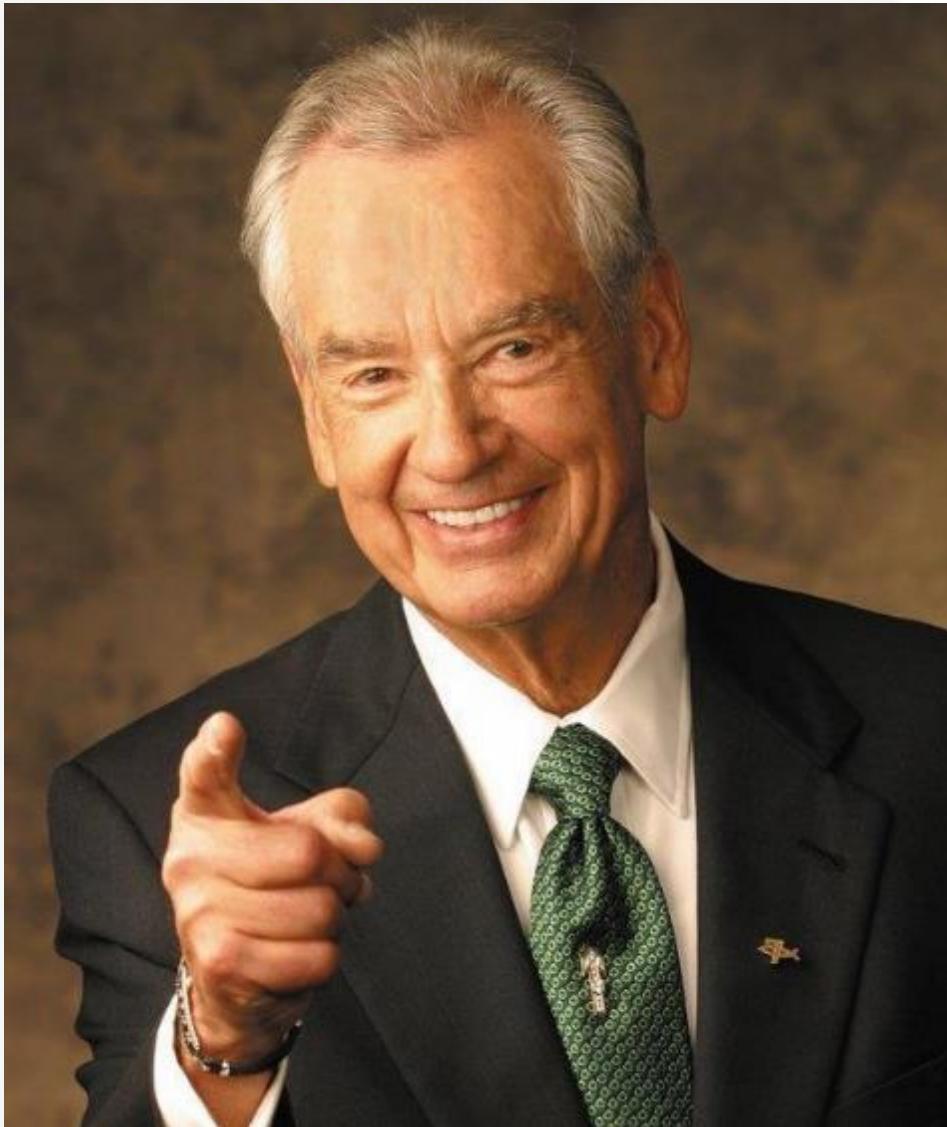
Book Recommendation

The Success Principles

by Jack Canfield

How to Have Massive Success in 2024

1. DECIDE what you want and write it down
2. Develop an ACTION PLAN for success
3. Be CONSISTENT in your daily routines



**“You were born to WIN,
but to be a winner, you
must PLAN to win, and
EXPECT to win.”**

Zig Ziglar

**“Your success depends on what you
settle for...”**

**Don’t settle for table scraps when
you could own the whole palace.”**

Let's make
2024
your best year ever!





TEAM BUILDING TRAINING

December 28, 2023