



TEAM BUILDING TRAINING

November 18, 2022

GETTING STARTED BONUSES

Fast Start Bonus

Membership:	\$284
Overrides:	\$500
Bonuses:	<u>\$500</u>
Total:	\$1284

Manager Bonus

Overrides:	\$856
Bonuses:	<u>\$1000</u>
Total:	\$1856

Total: \$3140

Based on personally recruiting the associate at the Executive Director level.

Quote of the Day...

**“Strategy is important, but
EXECUTION is everything.**

**Incredibly successful people focus
on executing incredibly well.”**

- Jeff Haden

TEAM OVERRIDES

4 Doing 50 = \$100k

20 Doing 5 = \$100k

50 Doing 2 = \$100k



If you sell TWO LegalShield plans a day you could earn over \$10,000 a month!

\$170 x 60 = \$10,200



THE RECRUITING SYSTEM



- 1. Exposure is Everything!**
- 2. The Fortune is in the Follow-up**
- 3. Company Orientation - Let the System do the Work**
- 4. Meet & Greet is M-F at 5 pm CT www.stwzoom.com**
- 5. Use your support team to help you enroll and get your new associates plugged in.**

THE RECRUITING SYSTEM

STEP 1

EXPOSURE

- ❖ Don't judge anyone, because you never know who they know
- ❖ Invite them to view your **Business Overview Website**
- ❖ Invite them to the Team Meet & Greet M-F @ 5 PM CT
- ❖ Invite them to a **Business Briefing**
- ❖ Have them watch the **Company Orientation Training**
- ❖ Exposure is Everything!

STEP 2

FOLLOW-UP

- ❖ The **FORTUNE** is in the **FOLLOW-UP**
- ❖ Just because they are not contacting you, doesn't mean they are not interested
- ❖ If you don't follow-up someone else will
- ❖ Just because they're not interested **TODAY**, doesn't mean they won't be in the **FUTURE**

STEP 3

ENROLLMENT

- ❖ You can use your support team to help you enroll associates on your team
- ❖ Do a game plan with them, to help get them started.
- ❖ Get your new associate plugged in, paid, and promoted
- ❖ Be sure they download the apps and use their membership
- ❖ Communicate regularly



Chris Shepard

*Bronze Executive Director
Top Recruiter & Team Builder
Colorado*

Advance to Manager University

- Every weekday M-F at 4:00 PM CT
- 30-minute class Available to all associates
- Focused on assisting you to get FSQ and ATM



Reminder!

ATM
UNIVERSITY

Monday - Friday

@ 4:00 PM CT

www.stwzoom.com

www.SuccessTeamWorld.com

Monday – Friday

at 4:00 PM CT

www.stwzoom.com

Promotion Banners

Special Invitation

You are invited to attend our
Team Meet & Greet
today at 5:00 PM CT

Go to www.stwzoom.com
to join the event!

Meet & Greet Invitation

Get Plugged In!

Join Our Text Reminder
Service for FREE!

Text the word
success to (833)366-6679

www.SuccessTeamWorld.com

Text Alerts

Fast Start Training

Tuesday at 7:00 PM CT

New Associates can register
under the Getting Started Section.



Go to www.stwzoom.com
to join the training

Fast Start Training

Reminder!



WEEKLY TEAM ZOOM CALL

Monday @ 9:00 AM CT

www.stwzoom.com

www.SuccessTeamWorld.com

Weekly Team Zoom Call

B2B PROSPECTING BLITZ



B2B Prospecting Blitz Promotion

Reminder!



TEAM BUILDING TRAINING ZOOM

Friday @ 9:00 AM CT

www.stwzoom.com

www.SuccessTeamWorld.com

Team Building Training

Reminder!



Monday - Friday

@ 4:00 PM CT

www.stwzoom.com

www.SuccessTeamWorld.com

ATM University

System Updates:

- **New Lead Generator Plan Website**

**Yes! Please send me
additional information on the
LegalShield and IDShield
Membership.**

Your Name Here...

Your Email Address Here...

Your Phone Number Here...

Click Here For Details

I understand that my email address will not be shared with a third party and that I may opt out of these emails at any time by clicking the remove link at the bottom of any email sent to me.



**Yes! Please send me
additional information on the
LegalShield and IDShield
Membership.**

Your Name Here...

Your Email Address Here...

Your Phone Number Here...

Click Here For Details

I understand that my email address will not be shared with a third party and that I may opt out of these emails at any time by clicking the remove link at the bottom of any email sent to me.

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System Updates:

- **New Lead Generator Plan Website**
- **New text templates (Holiday cash)**

I hope you are doing well. Please let me know if you would be interested in earning an extra \$500-\$1000 for the holidays. My favorite part about a LegalShield business, is that we can get paid every day!

Text or call me anytime.

System Updates:

- **New Lead Generator Plan Website**
- **New text templates (Holiday cash)**
- **Updated TMS Associate Emails**



Search here...

SEARCH

Associate Information

Website Links

Training

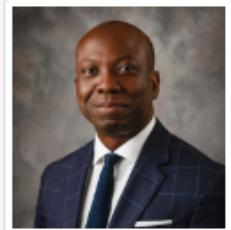
Associate Emailer

Text Templates

Warm Market List

Statistics

Activity Records



Oluwasegun Ojo Associate ID 130684780



Austin, TX [See MAP](#)

Primary Phone: (443)388-6733

oluwasegunojousa@gmail.com

Last Login : Oct/06/2022

S.No	Title	View Email	Send
1	Follow-up with an Inactive Associate	View Email	<input type="checkbox"/>
2	Send Them Their User Name and Password	View Email	<input type="checkbox"/>
3	Encourage Associate to Performance Club Qualify	View Email	<input type="checkbox"/>
4	LegalShield Performance Club Program	View Email	<input type="checkbox"/>
5	Send Them Their Membership Enrollment Link	View Email	<input type="checkbox"/>
6	Send Them Their Recruiting Website Link	View Email	<input type="checkbox"/>
7	Send Them Their LegalShield Membership and Associate Numbers	View Email	<input type="checkbox"/>
8	Invite associates to register for the ATM University	View Email	<input type="checkbox"/>
9	Send Personal Email		

System Updates:

- **New Lead Generator Plan Website**
- **New text templates (Holiday cash)**
- **Updated TMS Associate Emails**
- **Added ATMU to associate view page**

05/12/2022	Demetrius Collins ASSOCIATE	(619)846-1678	CA	<div style="background-color: #663399; color: white; padding: 2px 10px; display: inline-block;">Started May/12/2022 Completed May/13/2022</div>		Yes 10				May/17/2022 04:34:35 PM	Nov/18/2022 08:35:34 AM	
07/14/2022	David Finnell ASSOCIATE	(515)556-7149	IA	<div style="background-color: #663399; color: white; padding: 2px 10px; display: inline-block;">Started Jul/15/2022 Completed Jul/15/2022</div>		Yes 9				Jul/26/2022 09:00:31 PM	Oct/18/2022 06:02:12 PM	
03/15/2022	Stephany Wilson ASSOCIATE	(931)284-6724	TN	<div style="background-color: #663399; color: white; padding: 2px 10px; display: inline-block;">Started Mar/15/2022 Completed Mar/15/2022</div>	 	No				Jun/24/2022 08:54:34 AM	Sep/27/2022 09:14:13 AM	
12/10/2019	Sue Stella ASSOCIATE	(541)731-7053	OR	<div style="background-color: #663399; color: white; padding: 2px 10px; display: inline-block;">Started Dec/10/2019 Completed Dec/13/2019</div>	 	No				Aug/11/2022 10:34:39 AM	Aug/11/2022 10:36:07 AM	
06/21/2022	Anthony Ho ASSOCIATE	(916)695-0455	CA	<div style="background-color: #663399; color: white; padding: 2px 10px; display: inline-block;">Started Jun/21/2022 Completed Jun/21/2022</div>	 	Yes 3				Jun/23/2022 12:22:16 PM	Aug/17/2022 07:21:22 PM	

System Updates:

- **New Lead Generator Plan Website**
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- **Updated TMS Associate Emails**
- **Added ATMU to associate view page**
- **Changed Invited to M&G**

■	Registration Date	Name	Phone	State	Company Orientation Training	Invited to the M&G	Membership	Meeting Request	Last Associate Activity	Contacts	Last Login	View
<input type="checkbox"/>	10/20/2022	Reily Frias Jr Total Training Time: 1 hours,23 minutes	(786)512-0882	FL	<div style="background-color: #663399; color: white; padding: 2px 10px; border-radius: 5px;">Started 10/20/2022 Completed 10/24/2022</div>				11/18/2022 09:37:34 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message <input type="radio"/> Invited to the M&G	10/24/2022 05:26:26 PM	
<input type="checkbox"/>	10/20/2022	Chrystal Witwer Total Training Time: 1 hours,46 minutes	(620)779-0339	KS	<div style="background-color: #663399; color: white; padding: 2px 10px; border-radius: 5px;">Started 10/20/2022 Completed 10/20/2022</div>		 		11/11/2022 01:34:27 PM	<input type="radio"/> Sent Text <input type="radio"/> Left Message <input type="radio"/> Invited to the M&G	10/26/2022 12:35:01 PM	
<input type="checkbox"/>	10/19/2022	Andrea Fisher Total Training Time: 6 hours,57 minutes 	(978)798-4718	MA	<div style="background-color: #663399; color: white; padding: 2px 10px; border-radius: 5px;">Started 10/19/2022 Completed 10/19/2022</div>		 		11/11/2022 01:34:24 PM	<input type="radio"/> Sent Text <input type="radio"/> Left Message <input type="radio"/> Invited to the M&G	10/19/2022 08:34:31 PM	
<input type="checkbox"/>	10/11/2022	Rocio Barraza Total Training Time: 1 hours,24 minutes	404-740-0072	GA	<div style="background-color: #663399; color: white; padding: 2px 10px; border-radius: 5px;">Started 10/11/2022 Completed 10/11/2022</div>				11/18/2022 09:38:43 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message <input type="radio"/> Invited to the M&G	10/14/2022 12:05:04 PM	
<input type="checkbox"/>	10/04/2022	Rilouvinnx Isaac Total Training Time: 1 days,2 hours,4 minutes	(740)485-3332	OH	<div style="background-color: #663399; color: white; padding: 2px 10px; border-radius: 5px;">Started 10/04/2022 Completed 10/05/2022</div>				No Activity Yet	<input type="radio"/> Sent Text <input type="radio"/> Left Message <input type="radio"/> Invited to the M&G	11/16/2022 06:29:34 PM	

Check in
with your
team on
Performance
Club!

Name	State	Sponsor Name	MTD PC Points
Judy Johnston	NM	Daryl Taylor	411
Melony Knab	LA	Mark Riches	396
Renee McKnight	OK	Mark Riches	381
Stella Petrochilos	CA	Christopher Corley	375
Ed & Joanna Kromer	AZ	Chris Shepard	295
John Fehrenbach	OH	James Faletra	245
David Gebhardt	AZ	Keith Wilson	230
James Faletra	MA	Jim Tanner	230
Kris Evans	TN	Mark Riches	215
Mark Riches	TN		201
David Gilliam	WI	Mike Riches	186
Kamerane Gatlin	PA	Christopher Corley	180
Courtney Townson	LA	Christopher Corley	178
Chris Shepard	CO	Lilly Reed	160
Jim Tanner	MA	Mark Riches	160
Rose Barker	OR	Mark Riches	156
Mike Riches	TN	Mark Riches	153
Daryl Jones	MD	Christopher Corley	140
Dave Paperno	CA	Mike Riches	128
Shawn Norcross	GA	Christopher Corley	115
Heather West	CA	Brandy Singletary	110
Evan Brooks	SC	Jim Tanner	107
Tami Martin	LA	Mark Riches	105



ONE TEAM ONE DREAM

BUILDING TOWARDS | PUERTO VALLARTA

November 1 - December 31st

RECRUITS COUNT DOUBLE NOVEMBER 1-10

Punch your ticket early and claim your spot on the 2023 Performance Club trip to Puerto Vallarta! Qualifying builders will earn their invitation to the Hilton Vallarta Riviera where they will enjoy 5 days & 4 nights in paradise!

Top 25 Organizational Builders

Organizational Power Team Recruits **X** Organizational Network Power Team Premium **X** Organizational Retention

Must have an organizational retention of 65% or higher on January 1, 2023.

OR

Top 10 Personal Builders

Personal Recruits **X** Personal Network Premium **X** Personal Retention

Must have minimum of 4 personal recruits and personal retention of 65% or higher on January 1, 2023.

ALL Fast Start Qualified Recruits Count Double in Both Categories!



Winners will receive a travel experience for two:

- 4 nights/5 days at the Hilton Vallarta Riviera, July 18 - 22, 2023
- Delicious cuisine from 12 restaurants, bars, and lounges
- Round-trip airfare for two
- Welcome reception
- And, more!







Venus Powers

*Director
Top Recruiter
South Carolina*



Charlotte 2023



March 30th - April 2nd
Register at www.stw.team



Team Meet & Greet

Every Weekday at 5:00 PM CT

www.STWzoom.com



Reminder!

ATM
UNIVERSITY

Monday - Friday

@ 4:00 PM CT

www.stwzoom.com

www.SuccessTeamWorld.com

Monday – Friday

at 4:00 PM CT

www.stwzoom.com

Happy Thanksgiving!

We will not be having
a training zoom next
Friday.



No Meet & Greet or ATMU Next Thursday and Friday.





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November 18 2022