



SUCCESSTEAM

# TEAM BUILDING TRAINING

*November 18, 2022*



## GETTING STARTED BONUSES

### Fast Start Bonus

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

### Manager Bonus

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

**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!**

$$\text{\$170} \times 60 = \text{\$10,200}$$



# 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](http://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





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**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](http://www.stwzoom.com)**

**[www.SuccessTeamWorld.com](http://www.SuccessTeamWorld.com)**

**Monday – Friday**  
**at 4:00 PM CT**  
**[www.stwzoom.com](http://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](http://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](http://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](http://www.stwzoom.com)  
to join the training

Fast Start Training

### Reminder!



**WEEKLY TEAM ZOOM CALL**

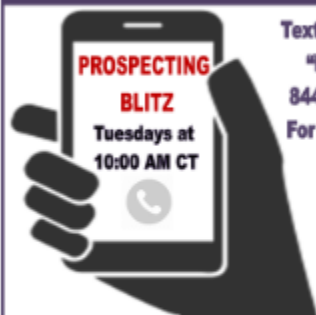
**Monday @ 9:00 AM CT**

[www.stwzoom.com](http://www.stwzoom.com)

[www.SuccessTeamWorld.com](http://www.SuccessTeamWorld.com)

Weekly Team Zoom Call

### B2B PROSPECTING BLITZ



Text the Word  
"Blitz" to  
844-471-1400  
For More Info

[www.SuccessTeamWorld.com](http://www.SuccessTeamWorld.com)

B2B Prospecting Blitz Promotion

### Reminder!



**TEAM BUILDING TRAINING ZOOM**

**Friday @ 9:00 AM CT**

[www.stwzoom.com](http://www.stwzoom.com)

[www.SuccessTeamWorld.com](http://www.SuccessTeamWorld.com)

Team Building Training

### Reminder!



**Monday - Friday**

**@ 4:00 PM CT**

[www.stwzoom.com](http://www.stwzoom.com)

[www.SuccessTeamWorld.com](http://www.SuccessTeamWorld.com)

ATM University

# **System Updates:**

- **New Lead Generator Plan Website**





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

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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...

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**Click Here For Details**

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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 Emler
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](mailto:oluwasegunojousa@gmail.com)
















Last Login : Oct/06/2022

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

# 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	Started May/12/2022 Completed May/13/2022		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	Started Jul/15/2022 Completed Jul/15/2022		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	Started Mar/15/2022 Completed Mar/15/2022	 	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	Started Dec/10/2019 Completed Dec/13/2019	 	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	Started Jun/21/2022 Completed Jun/21/2022	 	Yes 3				Jun/23/2022 12:22:16 PM	Aug/17/2022 07:21:22 PM	

# System Updates:

- New Lead Generator Plan Website
- New text templates (Holiday cash)
- 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 <b>Total Training Time:</b> 1 hours,23 minutes	(786)512-0882	FL	<div></div> <b>Started</b> 10/20/2022 <b>Completed</b> 10/24/2022				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 <b>Total Training Time:</b> 1 hours,46 minutes	(620)779-0339	KS	<div></div> <b>Started</b> 10/20/2022 <b>Completed</b> 10/20/2022		 		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 <b>Total Training Time:</b> 6 hours,57 minutes <div></div>	(978)798-4718	MA	<div></div> <b>Started</b> 10/19/2022 <b>Completed</b> 10/19/2022		 		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 <b>Total Training Time:</b> 1 hours,24 minutes	404-740-0072	GA	<div></div> <b>Started</b> 10/11/2022 <b>Completed</b> 10/11/2022				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	Rilouvinx Isaac <b>Total Training Time:</b> 1 days,2 hours,4 minutes	(740)485-3332	OH	<div></div> <b>Started</b> 10/04/2022 <b>Completed</b> 10/05/2022				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
<a href="#">Judy Johnston</a>	NM	Daryl Taylor	411
<a href="#">Melony Knab</a>	LA	Mark Riches	396
<a href="#">Renee McKnight</a>	OK	Mark Riches	381
<a href="#">Stella Petrochilos</a>	CA	Christopher Corley	375
<a href="#">Ed &amp; Joanna Kromer</a>	AZ	Chris Shepard	295
<a href="#">John Fehrenbach</a>	OH	James Faletra	245
<a href="#">David Gebhardt</a>	AZ	Keith Wilson	230
<a href="#">James Faletra</a>	MA	Jim Tanner	230
<a href="#">Kris Evans</a>	TN	Mark Riches	215
<a href="#">Mark Riches</a>	TN		201
<a href="#">David Gilliam</a>	WI	Mike Riches	186
<a href="#">Kamerane Gatlin</a>	PA	Christopher Corley	180
<a href="#">Courtney Townson</a>	LA	Christopher Corley	178
<a href="#">Chris Shepard</a>	CO	Lilly Reed	160
<a href="#">Jim Tanner</a>	MA	Mark Riches	160
<a href="#">Rose Barker</a>	OR	Mark Riches	156
<a href="#">Mike Riches</a>	TN	Mark Riches	153
<a href="#">Daryl Jones</a>	MD	Christopher Corley	140
<a href="#">Dave Paperno</a>	CA	Mike Riches	128
<a href="#">Shawn Norcross</a>	GA	Christopher Corley	115
<a href="#">Heather West</a>	CA	Brandy Singletary	110
<a href="#">Evan Brooks</a>	SC	Jim Tanner	107
<a href="#">Tami Martin</a>	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*

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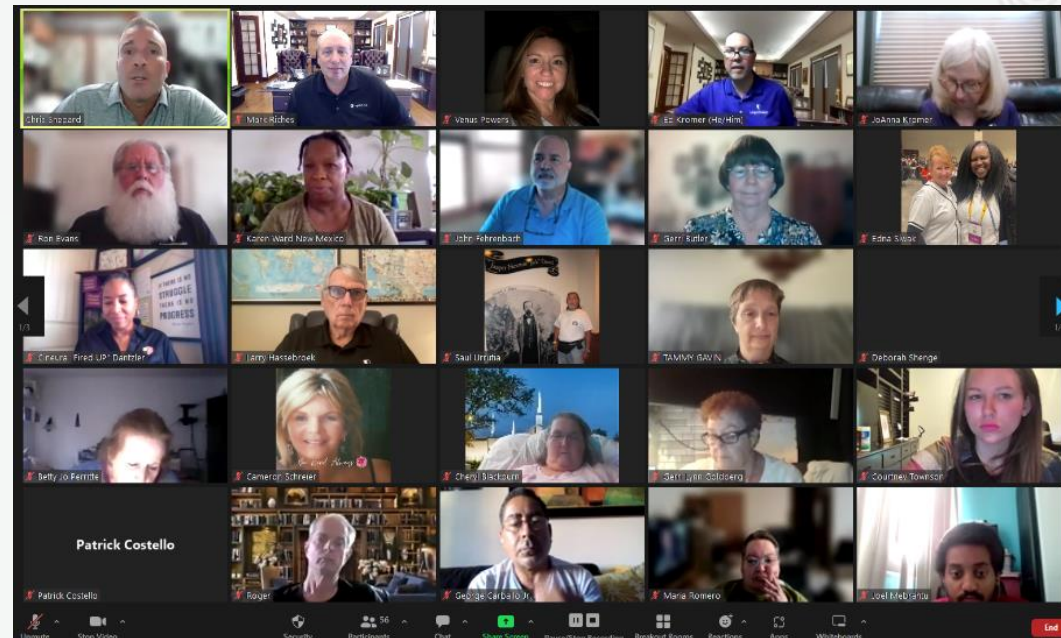
March 30<sup>th</sup> - April 2<sup>nd</sup>  
Register at [www.stw.team](http://www.stw.team)



# Team Meet & Greet

## Every Weekday at 5:00 PM CT

[www.STWzoom.com](http://www.STWzoom.com)





**Reminder!**

**ATM**  
**UNIVERSITY**

**Monday - Friday**

**@ 4:00 PM CT**

**[www.stwzoom.com](http://www.stwzoom.com)**

**[www.SuccessTeamWorld.com](http://www.SuccessTeamWorld.com)**

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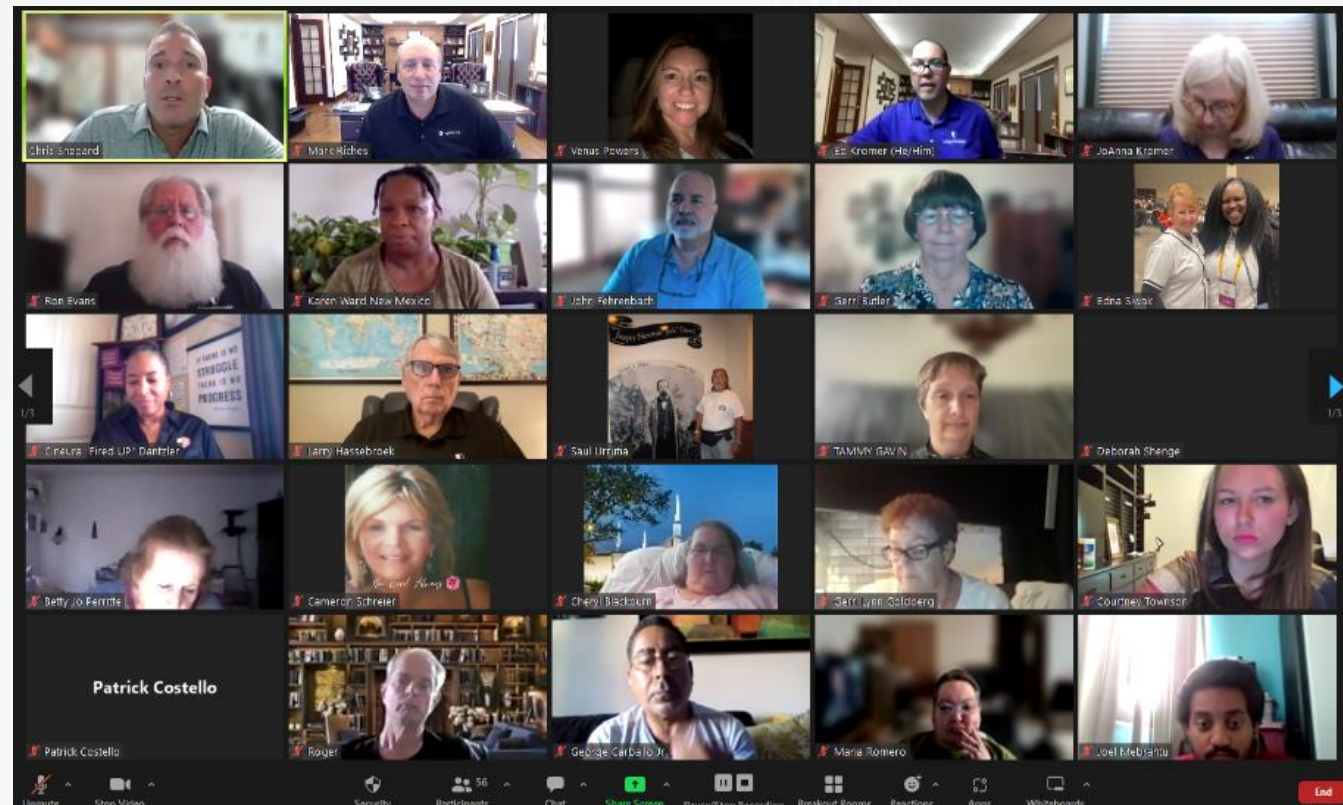


*Happy Thanksgiving!*

**We will not be having  
a training zoom next  
Friday.**



# No Meet & Greet or ATMU Next Thursday and Friday.





SUCCESSTEAM

# TEAM BUILDING TRAINING

*November 18 2022*