



SUCCESSTEAM

TEAM BUILDING TRAINING

November 30, 2023



Launching Your Business Training



Launching Your Business Training

	Length	Watch	PDF	Completed
Welcome to the Team	2:11			<input checked="" type="checkbox"/>
Getting Plugged In	10:43			<input checked="" type="checkbox"/>
Creating Your Prospect List	24:56			<input type="checkbox"/>
Contacting Your Prospects	24:18			<input type="checkbox"/>
The Fortune is in the Follow-up	9:10			<input type="checkbox"/>
How to Fast Start Qualify	6:40			<input checked="" type="checkbox"/>
The Secret of Your Success ★	20:51			<input type="checkbox"/>
How to use your Membership Exposure Website	5:53			<input type="checkbox"/>
How to Enroll a Member	5:36			<input checked="" type="checkbox"/>
How to Build Your LegalShield Team	18:11			<input type="checkbox"/>
LegalShield Performance Club	14:13			<input type="checkbox"/>

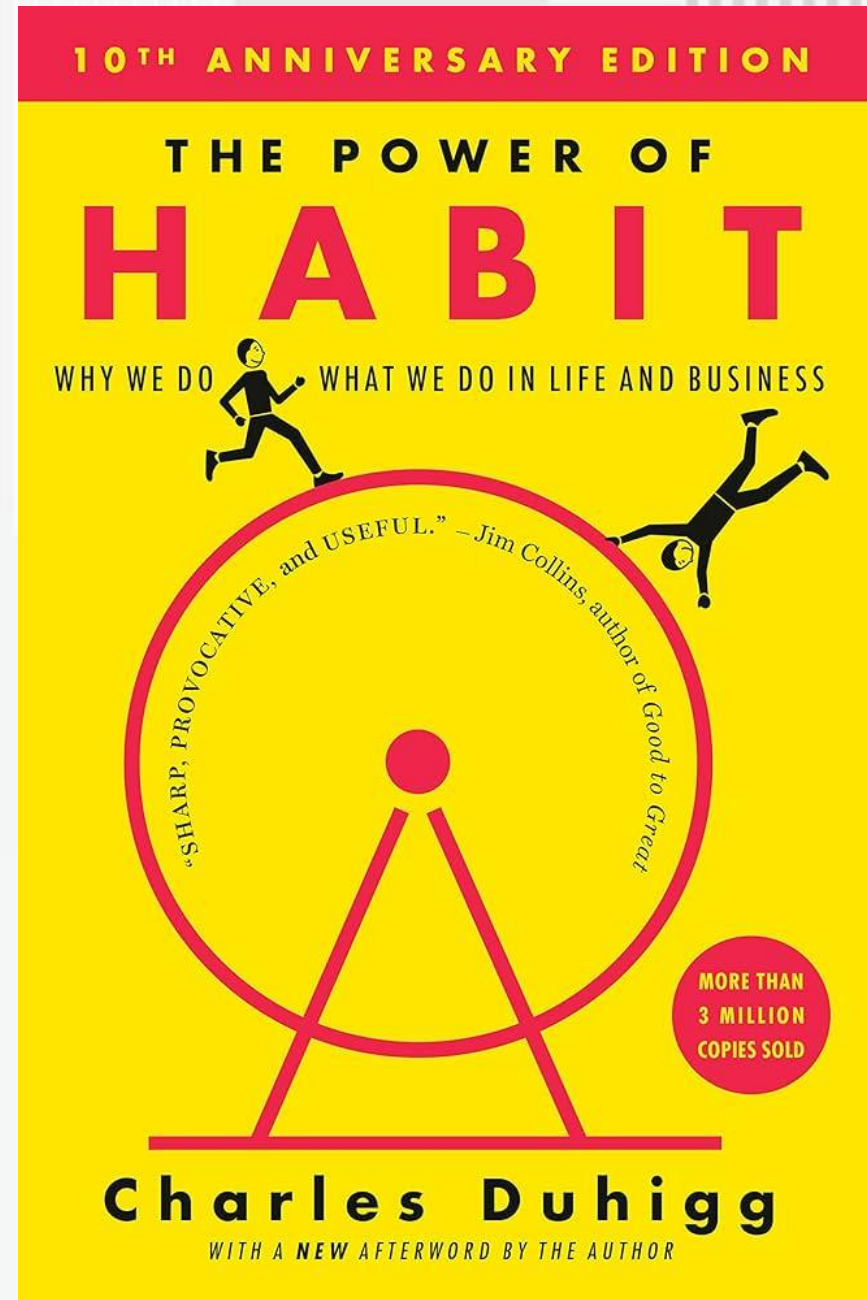


THE COMMUNICATION SHOW

**Friday, December 1st
10 a.m. CT**

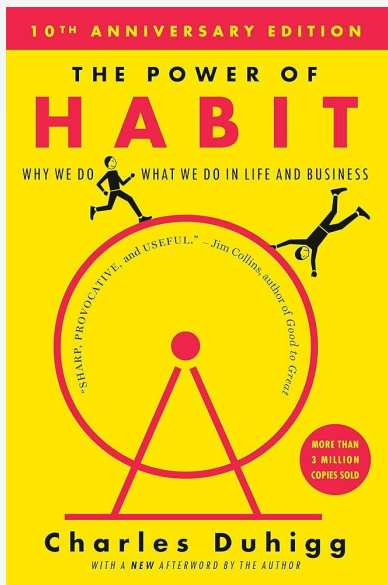
legalshieldassociate.com/show


December Book of the Month



“Habits are powerful forces that shape our lives. They can help us achieve our goals or hold us back from success.”

- Charles Duhigg



w10	Send this text to your warm market prospects to promote the \$700 Getting Started bonus.	<p>Hi (insert first name).</p> <p>The company I work for is offering a \$700 bonus for new team members, and I was wondering if you would be interested in earning some extra cash for the holidays?</p> <p>Mike</p>	
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The Recruiting System





**The purpose of a system
is to shorten the learning
curve and make
obtaining success
simpler and more likely.**

Follow the System!

S = Save

Y = Your

S = Self

T = Time

E = Energy

M = Money

The McDonalds System

- McDonalds has a proven system for success
- 38,000 locations
- 100 countries
- Serves 69 million people every day

McDonald's





Hamburger University

1045



The 80-acre main campus located in Oak Brooke, Illinois, has 19 full time professors who are trained to teach in over 28 different languages. The university is fitted with 17 teaching rooms, state-of-the-art simulation kitchens, 4 labs, a lecture hall, and twelve interactive education rooms. A student is expected to complete at least 2000 hours of training in order to complete the course.

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 a Business Briefing
- ❖ Have them watch the Company Orientation Videos
- ❖ Send them information from the Prospect App
- ❖ Exposure is Everything!

STEP 2

FOLLOW-UP

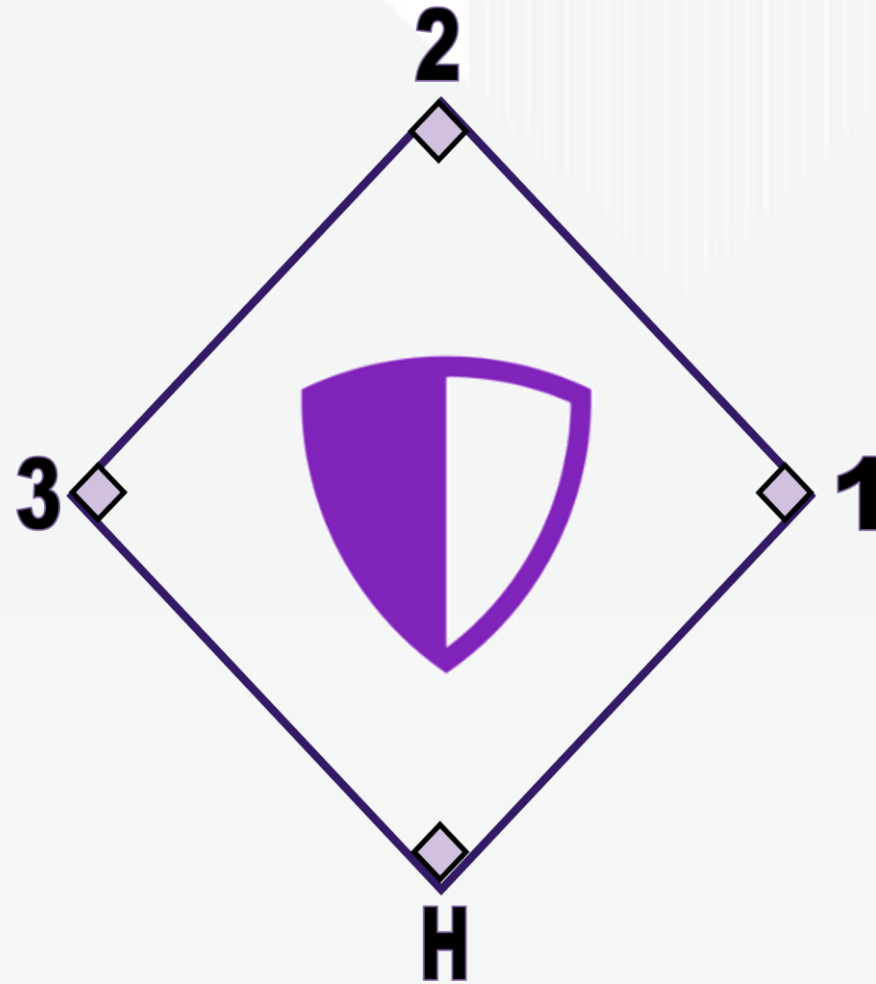
- ❖ The FORTUNE is in the FOLLOW-UP
- ❖ Just because they are not contacting you, doesn't mean they are not interested
- ❖ If you don't follow-up someone else will
- ❖ Just because they're not interested TODAY, doesn't mean they won't be in the FUTURE

STEP 3

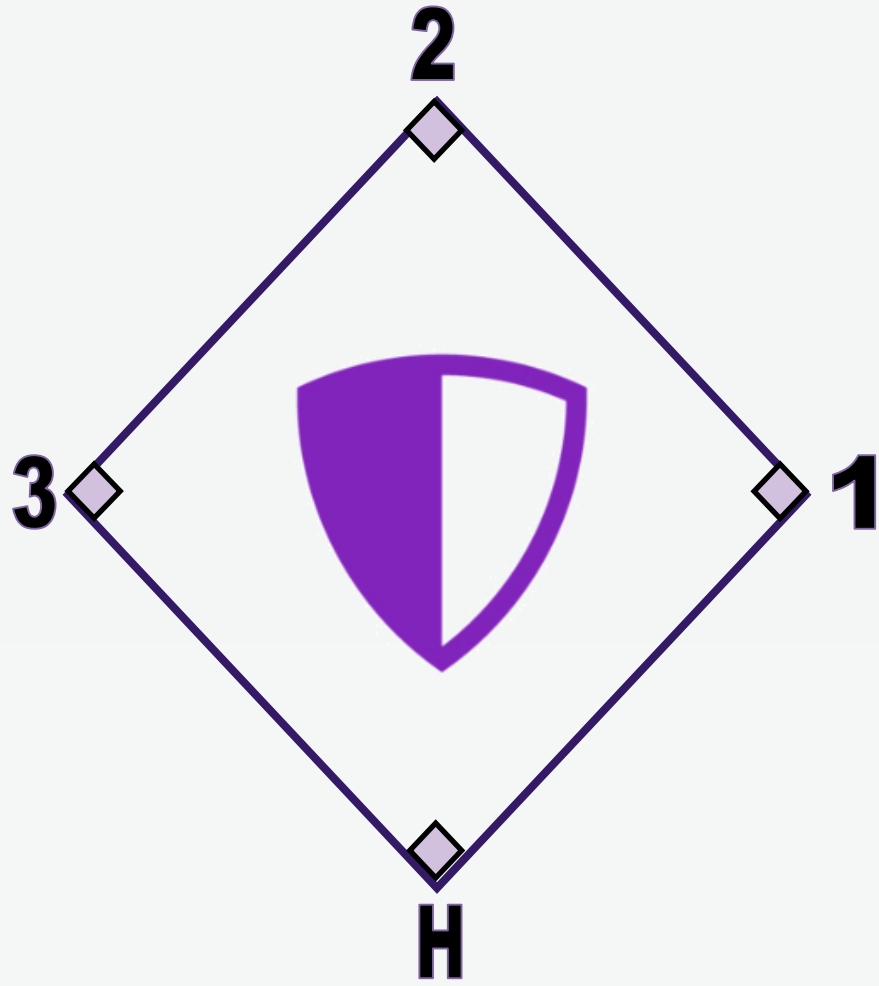
ENROLLMENT

- ❖ 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

The Recruiting System



LegalShield Baseball



1st Base – Exposure

**2nd Base – Company Orientation
Videos**

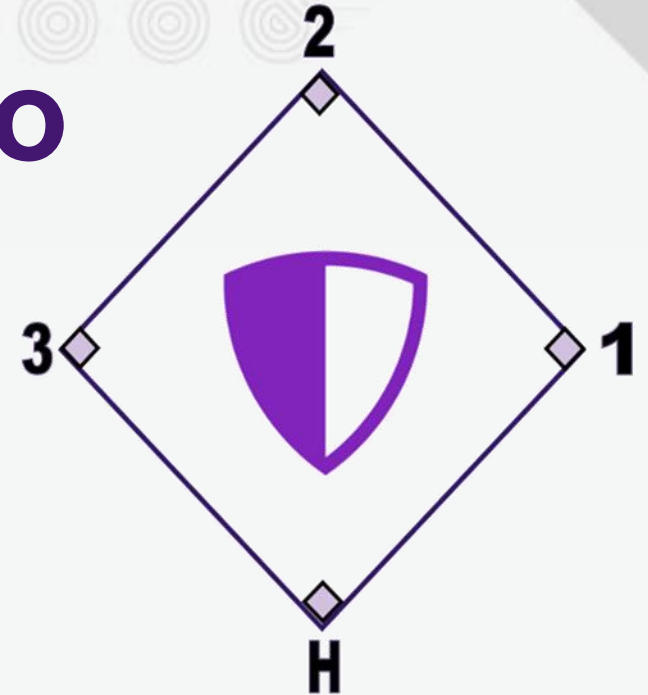
3rd Base – Zoom Call

**Home – Membership &
Associate Enrollment**

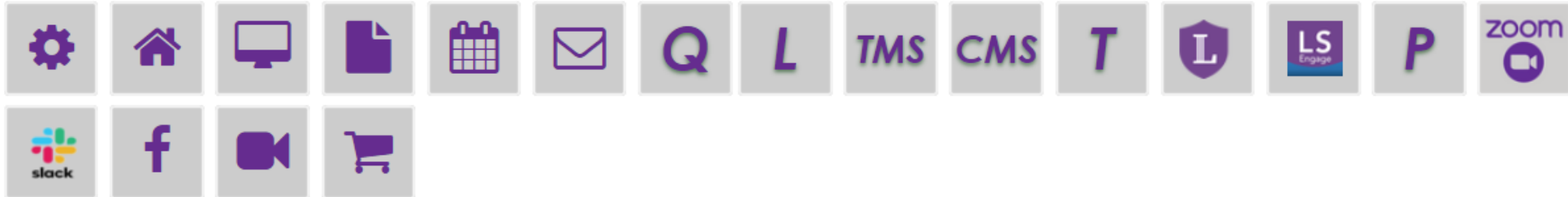


FIRST BASE - EXPOSURE

- **Business Overview Website**
- **Send them a link**
- **Create urgency for them to view the information**



Associate Access



Search here...

SEARCH

WELCOME TO THE SUCCESS TEAM!

Training

- Company Orientation Videos ✓
- Launching Your Business Training ✓
- Fast Start Training ✓
- Individual Sales Training
- Team Building Training
- Business Solutions Training
- Small Business Plan Training
- Financial Freedom Bootcamp 2023
- Performance Club Bonus Program
- 2023 International Convention Highlights

LegalShield Stats

Performance Club Points:	50
Personal Premium MTD	\$50
Organization Premium MTD	\$50
Organization Premium ITD	\$50
Personal Recruits MTD	1
Organization Recruits MTD	1
Personal Retention	100%
Organization Retention	100%
LegalShield Advantage	Yes

My Website Links

- My Membership Exposure Website [Copy Link](#)
- My Recruiting Website [Copy Link](#)
- We Are LegalShield Website [Copy Link](#)
- Small Business Lead Website [Copy Link](#)
- The Perfect Benefit Website [Copy Link](#)
- App Download Center [Copy Link](#)



Business Overview Presentation



Tami Martin
Director
(318)547-2905
tami.martin@successpartnersllc.com



BUSINESS OVERVIEW

For additional information on the company, the products that we offer, and the various areas of focus that are available, please click the link below:

**I'M READY FOR ADDITIONAL
INFORMATION**



Welcome Mark Riches
Associate Number: 128445269



Add Prospects



View My Prospects



Resources



Reports



Logout

My Prospect List

	Prospects	Membership Website Views	Opportunity Website Views	Evaluation	Guests	Guests Completed Training	Members	Associates
Personal Production	4057	115	12260	1072	2	7	1416	433



Search here...

SEARCH

Add Prospects Manually

Note: You can enter your prospect's information here, either individually or by file upload. There is no limit to the number of prospects that you can enter. You can indicate if the prospect owns a home, has children, has a job, and if they live locally. This information will be used when sorting your prospects.

Name

Email

(optional)

Phone

(optional)

(Select all that apply)

☐ Owns a Home ☐ Has Children ☐ Has a Job ☐ Lives in my Area ☐ May be Interested in the Opportunity

Save

Memory Jogger (Membership)

Who do you know that...

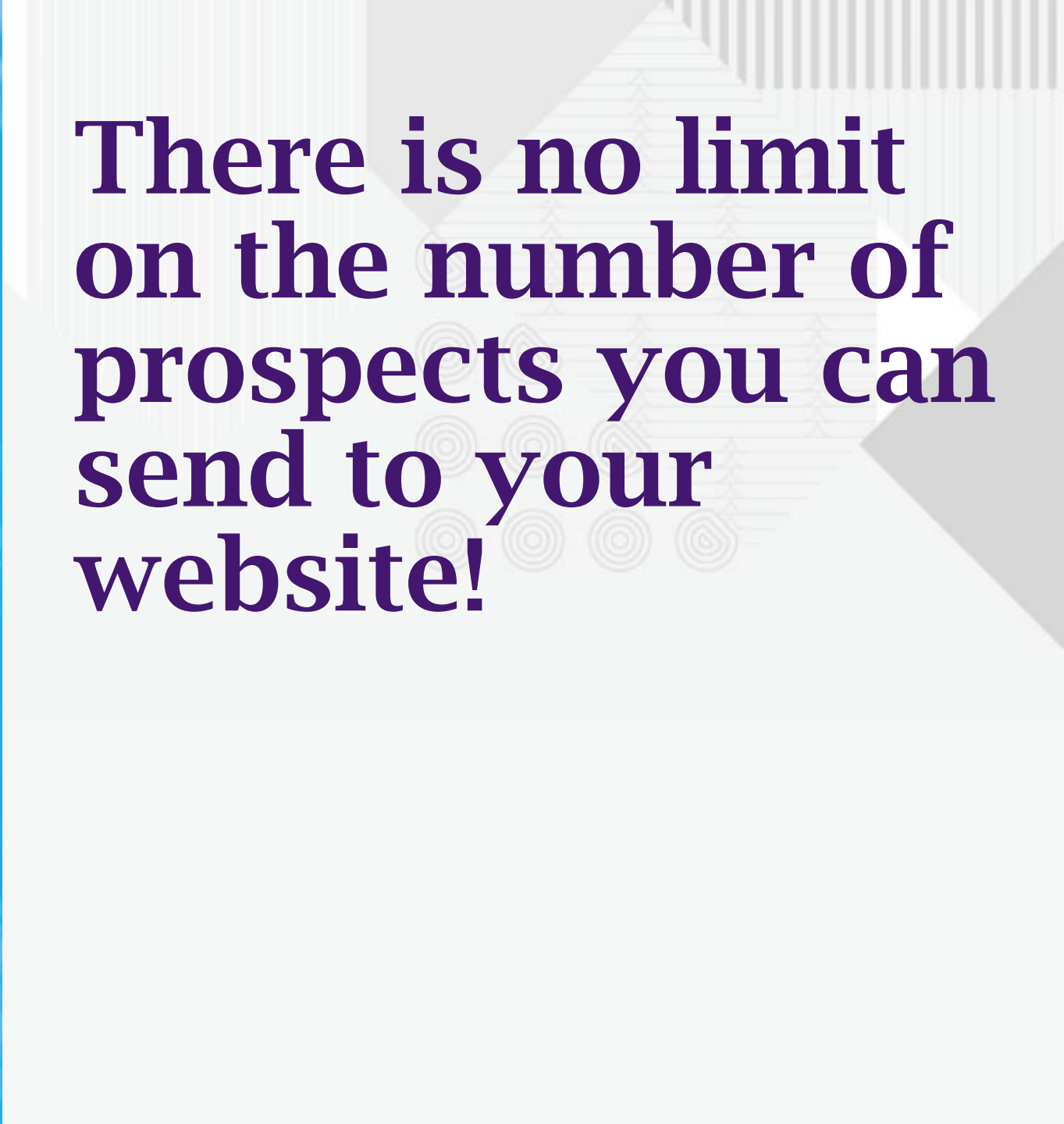
- Owns a home?
- Has teenage drivers?
- Gets traffic tickets?
- Has recently been married or divorced?
- Needs to prepare or update their will?
- Has been a victim of identity theft in the past?
- Does online transactions?
- Has a legal problem right now?

The Fortune is in the Follow-up

- **Poke them and see if they bleed**
- **Did they review the information?**
- **Take their temperature**



**THE SKY
IS THE
LIMIT**



**There is no limit
on the number of
prospects you can
send to your
website!**

SECOND BASE – Orientation Videos

- **Have them click the purple button and create a guest account.**



Business Overview Presentation



Tami Martin
Director
(318)547-2905
tami.martin@successpartnersllc.com



BUSINESS OVERVIEW

For additional information on the company, the products that we offer, and the various areas of focus that are available, please click the link below:

**I'M READY FOR ADDITIONAL
INFORMATION**

Create User Profile

Please complete the information below to create your user profile to login and access our Company Orientation Videos.
Already created a user profile? [Click here.](#)

First Name*

Enter your first name

Last Name*

Enter your last name

Email*

Enter your email address

City *

Enter your city

State or Province *

Select your state or province



Phone *

Post Date	Title	View
11/30/2023 02:01:20 PM	Guest Login Notice Notification Sent	View
11/30/2023 12:48:49 PM	Great News! Tearya Griggs has Begun the Company Orientation Videos!	View
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11/30/2023 12:31:56 PM	Team Building Training Call Tonight at 7:00 PM CT!	View
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11/29/2023 01:32:32 PM	Congratulations! Shatorrie Rucker has Created a Guest Account.	View
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11/29/2023 01:23:19 PM	Congratulations! Douglas Moffat has Created a Guest Account.	View
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11/29/2023 12:28:11 PM	Congratulations! Malynda Wilkerson has Created a Guest Account.	View
11/29/2023 12:22:44 PM	Great News! Jonathon James is halfway through the Company Orientation Videos!	View
11/29/2023 12:21:19 PM	Great News! Jonathon James has Begun the Company Orientation Videos!	View
11/29/2023 12:20:06 PM	Congratulations! Jonathon James has Created a Guest Account.	View
11/29/2023 12:06:33 PM	Great News! Keyon Johnson has Begun the Company Orientation Videos!	View
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11/29/2023 11:29:41 AM	Great News! Tesa Jackson has Begun the Company Orientation Videos!	View
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11/29/2023 11:22:18 AM	Congratulations! Emily Skelton has Created a Guest Account.	View

SECOND BASE – Orientation Videos

- **Have them click the purple button and create a guest account.**
- **Encourage them to complete the videos ASAP.**

What is the Company Orientation Training?

This training will give you an overview of the company, the services that we offer, the different areas of focus, and an overview of the compensation plan.

SECOND BASE – Orientation Videos

- **Have them click the purple button and create a guest account.**
- **Encourage them to complete the videos ASAP.**
- **Use the Prospect text templates**

Text Templates



Search here...

SEARCH





> Texts for Your Warm Market

> Texts for Prospects

> Texts for Guests

> Texts for Associates

> Texts for Members

Shortcut	Use	Message	Copy
p1	Initial text to resume leads	<p>I just received a copy of your resume and you seem like someone who fits what we're looking for as an independent associate with LegalShield. I'd like to set a time to talk and go over your potential fit with our company. Alternatively, I can send you some info and a link to a video that will explain a little about the company and the opportunities we have available. Let me know which you prefer, and we can go from there.</p> <p>Mark Riches</p>	
p2	Send a prospect the Business Overview video	<p>Here is the link for more information on the business opportunity with LegalShield: www.businessoverview365.com/128445269. At the end of the video, just click the I'm Ready for More Information Now button and you will have full access to our Company Orientation Videos.</p>	
p3	Send this to prospects to resend them to the Business Overview	<p>Thanks for the reply! I would enjoy the opportunity to meet you by zoom and discuss this a little further. Have you had a chance to watch the business overview video in the email I sent you?</p>	
p4	Send this to a prospect to encourage them to create a guest account	<p>Please create a user account so you can access our company orientation videos here: https://enroll.successteamworld.com/128445269. This training will give you information on the company, the products we offer, the compensation plan, and the different roles that we have available. Once you review that training there will be a meeting request button that you can use to schedule a meeting with me. I look forward to meeting you!</p>	



My Prospect List

Welcome Mark Riches
Associate Number: 128445269

	Prospects	Membership Website Views	Opportunity Website Views	Evaluation	Guests	Guests Completed Training	Members	Associates
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View My Prospects



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Name

Email

(optional)

Phone

(optional)

(Select all that apply)

☐ Owns a Home ☐ Has Children ☐ Has a Job ☐ Lives in my Area ☐ May be Interested in the Opportunity

Save

Memory Jogger (Membership)

Who do you know that...

- Owns a home?
- Has teenage drivers?
- Gets traffic tickets?
- Has recently been married or divorced?
- Needs to prepare or update their will?
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Name

Email

 (optional)

Phone

 (optional)

(Select all that apply)

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THIRD BASE – VALIDATION

- **Once they complete the Orientation Videos**
- **Zoom Call with Your Support Team**

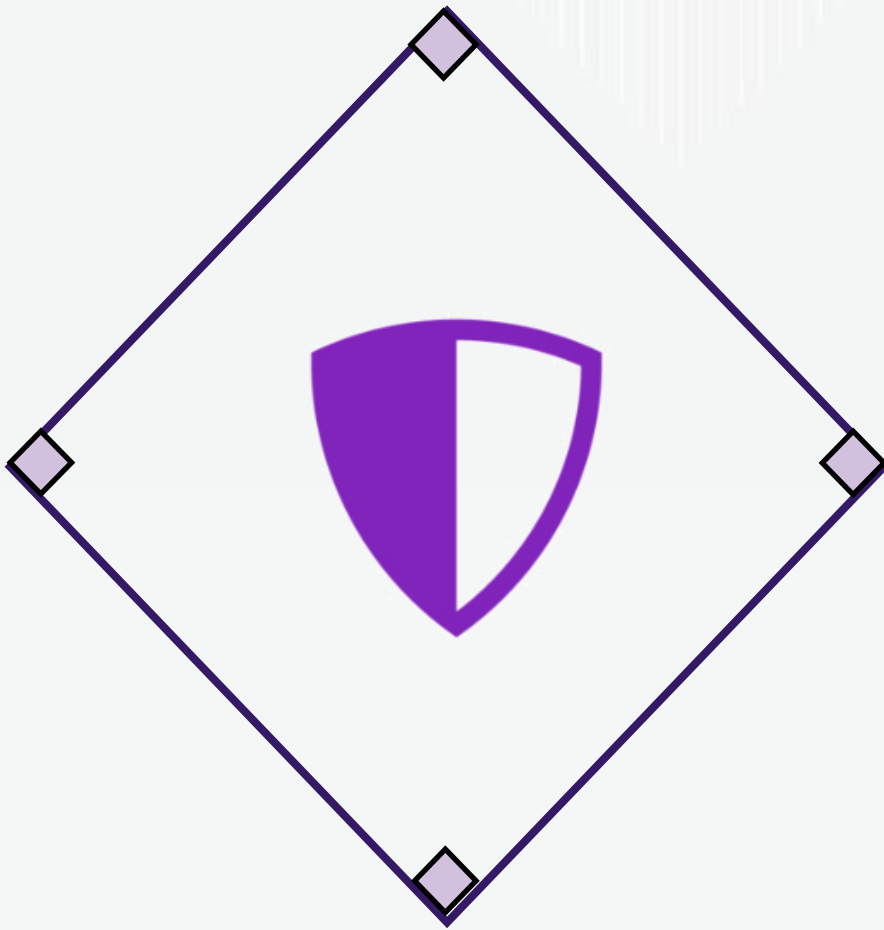
HOME BASE – ENROLLMENT

- **Enroll them as a member and as an associate**
- **Use your support team to assist you with this**

Welcome to the Company Orientation Videos. During this training you will learn detailed information about the company, the LegalShield and iDShield products, the compensation plan, and the various areas of focus that are available. When you watch each section the completed box on the right will auto check and give you access to the next video. Enjoy the training!

	Length	Watch	Listen	Download	PDF	Completed
Welcome to the Team	6:02					<input type="checkbox"/>
LegalShield - The Perfect Business	27:02					<input type="checkbox"/>
LegalShield iDShield Product Overview	11:19					<input type="checkbox"/>
LegalShield Provider Law Firm Partners	2:40					<input type="checkbox"/>
LegalShield Compensation Plan	16:49					<input type="checkbox"/>
Areas of Focus Overview	7:42					<input type="checkbox"/>
Chris Tupper Success Story	5:55					<input type="checkbox"/>
Sam Martin Success Story	2:07					<input type="checkbox"/>
Christopher Carter Success Story	5:57					<input type="checkbox"/>
Next Steps	2:42					<input type="checkbox"/>

[Request a Meeting](#)



Closing Thoughts

- **There is no cost to send someone to your recruiting website**
- **There is no cost for them to create a user account**
- **There is no cost for them to go through the orientation videos**

MASSIVE EXPOSURE

=

MASSIVE RESULTS

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





SUCCESTEAM

TEAM BUILDING TRAINING

November 30, 2023

