



TEAM BUILDING TRAINING

November 4, 2022





Quote of the Day...

**“The speed of the leader,
determines the speed of the
pack.”**



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!



Top Recruiters

October 2022

Daryl Jones	MD	5
Stella Petrochilos	CA	4
Taylor Ledlie	TX	4
Tami Martin	LA	3
Ron Evans	UT	3
Joseph White	TN	3
Ed & Joanna Kromer	AZ	3
Chris Shepard	CO	3
Gerri Butler	NM	3



Top Producers

October 2022

Judy Johnston	NM
Richard Miller	KS
Renee McKnight	OK
Jim Tanner	MA
Kris Evans	TN
Melony Knab	LA
David Gilliam	WI
Scott Brooks	SC

Performance Club Qualifiers

• October 2022 •

Melony Knab	LA	1273
Judy Johnston	NM	846
Ed & Joanna Kromer	AZ	500
Kris Evans	TN	460
Renee McKnight	OK	455
Taylor Ledlie	TX	435
Chris Shepard	CO	405
David Gilliam	WI	399
Mark Riches	TN	381
Stella Petrochilos	CA	360

Performance Club Qualifiers

• October 2022 •

Christopher Corley	TN	340
Jim Tanner	MA	339
Kamerane Gatlin	PA	330
Amber Kromer-Marquez	TN	330
Courtney Townson	LA	330
Shawn Norcross	GA	310
Mike Riches	TN	289
Ron Evans	UT	280
Daryl Jones	MD	280
Scott Brooks	SC	267

Performance Club Qualifiers

• October 2022 •

Tami Martin	LA	260
Corey Anderson	NC	240
Cineura Dantzler	CO	225
Venus Powers	SC	225
Brianna Gutierrez	TX	200
Russell Gehan	TX	195
Sheila Carmon	TX	190
Richard Miller	KS	172
Karen Ward	NM	171
George Carballo Jr	NY	164

Performance Club Qualifiers

• October 2022 •

Rose Barker	OR	162
Larry Hassebroek	FL	161
Gerri Butler	NM	160
John Fehrenbach	OH	160
Ben & Melanie Riches	TN	160
Carlina Alvarez	NC	153
Barry Parks	KS	152
Brandy Singletary	LA	150
Heather West	CA	150
Candace Harland	IA	150

Performance Club Qualifiers

• October 2022 •

Jim Faletra	MA	140
Jacqueline Berry	NY	130
Rick Rien	NV	130
Chiquita Robertson	LA	121
Keith Wilson	AL	120
Kevin Watts	GA	120
Kathryn Minnick	IN	110
Edna Siwak	MA	110
Dave Paperno	CA	103
Desiree Johnson	IA	100

Performance Club Qualifiers

• October 2022 •

Joe Sadler	NY	100
Charlene Gibbins	GA	100
Nikolas Wieneke	MD	100



ONE TEAM ONE DREAM

BUILDING TOGETHER ➔ BECOMING STRONGER

Recruiting Leaderboard

October 13th - October 31st

One Team, One Dream Recruiting Leaderboard Based on Personal Recruits (Placing Associate)

Top 50 Associates - Top 5 will be featured on upcoming Communication Show - Top 25 will receive special Cool PPLSI SWAG

	Associate Name	State	# of Recruits	Upline ED	Upline Platinum
	Bhavan Singh	NV	5	Gerry & Sallie Hasson	
	Stella Petrochilos	CA	4	Christopher & Bethany Corley	Mark & Jennifer Riches
	Billie Sinclair 	BC	3	Patricia Lapena	Darnell & Traci Self
	Christopher Shepard	CO	3	Mark & Jennifer Riches	Mark & Jennifer Riches
	Daryl Jones	MD	3	Christopher & Bethany Corley	Mark & Jennifer Riches
	Davon Ruffin	MD	3	Linda Bowden & Alex Gardner	Carol Smith
	Faiqa Siddiqui	CA	3	Cassie & Paul Prinke	Larry & Doni Smith
	Jack Nicholson	IN	3	Waters Rhone	Mark Brown
	Jim & Gudrun Gavin	MN	3	Patty Reid	Don & Angela Thompson
	Ronald & Dorothy Pertab	GA	3	Dick & Astrid Hricak	Don & Angela Thompson
	Taylor Ledlie	TX	3	Ed & Joanna Kromer	Mark & Jennifer Riches
	Thomas H Glanville	CO	3	John & Lyn Drennan	
	Tommy & Ingrid Sardine	FL	3	Alex & Diane Franqui	Darnell & Traci Self
	Varnessa Wallace Bails	SC	3	Mike Humes	Mike Humes
	Alistair Edwards	GA	2	Ron Green	Darnell & Traci Self

Associate Name	State	# of Recruits	Upline ED	Upline Platinum
 Amber Kromer Marquez	TN	2	Ed & Joanna Kromer	Mark & Jennifer Riches
	Amir Bey	PA	2	
	Ardell's Network	IN	2	Sean & Loren Mikael
	Arjun P Joshi	CA	2	Mike, Steve & Kim Melia
	Barry R Fisher	MI	2	Joe & Barbara Dameron
	Brenda K Wall	WA	2	Steve Hoisington
	Brett Masters LLC	FL	2	Waters Rhone
	Brian & Abby Parker	TX	2	Pat & Mike Parker
	Cathy Montoya	CA	2	Liz & David Lequeux
	Cineura Dantzler	CO	2	Jim Tanner & Danielle Rousseau
 Corey Anderson	NC	2	2	Jessica Hooton
	Denise Guerrero	TX	2	Kennetha & James Kelly
	Ed & Joanna Kromer	AZ	2	Christopher Shepard
	Erica Lynn	OH	2	Rob & April Hurst
	Frantz Aubourg	FL	2	Tommy & Ingrid Sardine
	Fred Evans	FL	2	Tommy & Ingrid Sardine
	Gg Group Inc	NV	2	Nancy Chaconas
	Ian Hathaway	GA	2	Carol Smith
	JS Buford Financial Companies	MI	2	Patrick S Shaw
	Jeffrey Louis	FL	2	Chip Humphrey
 John Fehrenbach	OH	2	2	James Faletra
	Jonathan Gehrig	FL	2	Alex And Julia Shahid

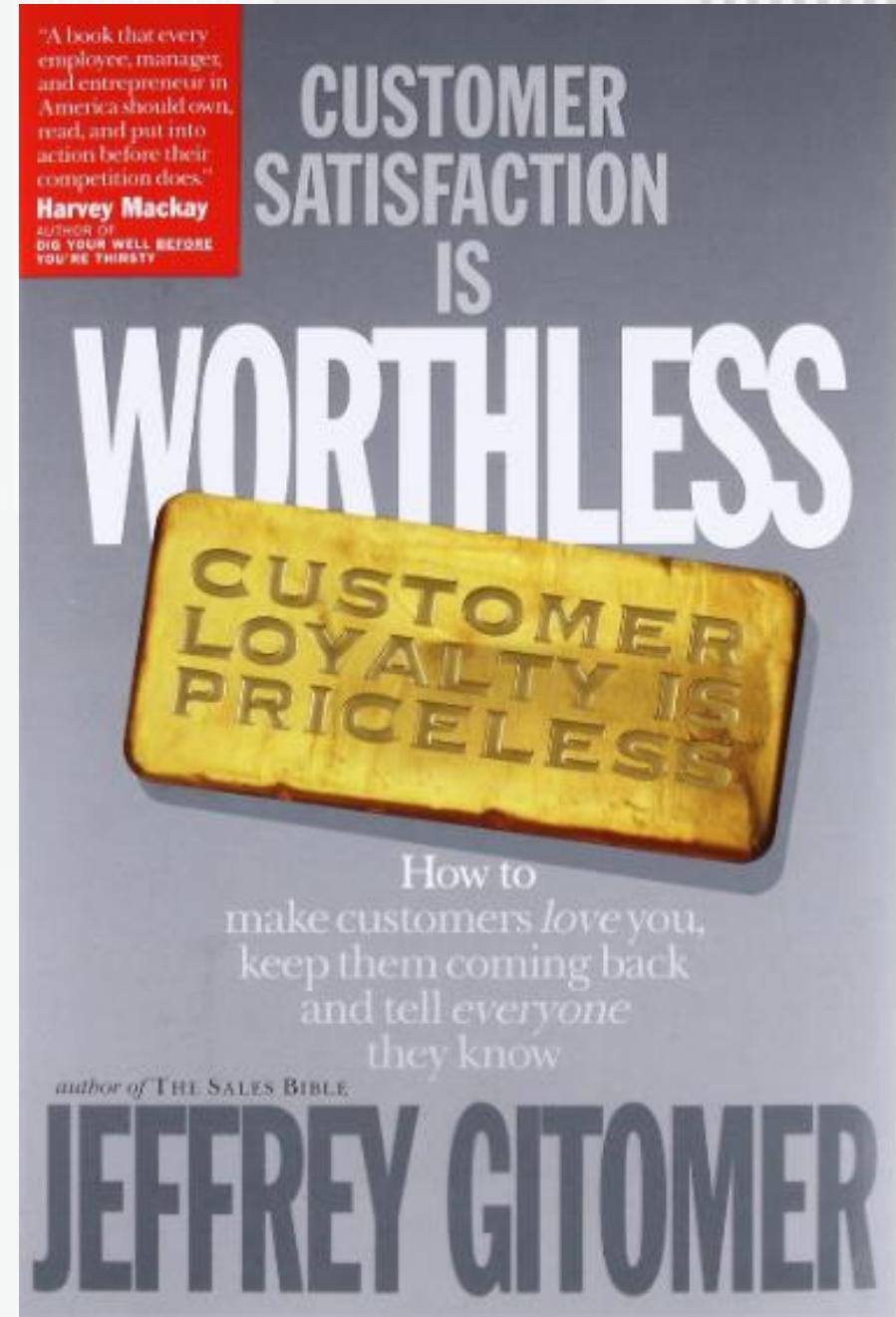
Associate Name	State	# of Recruits	Upline ED	Upline Platinum
 Joseph White	TN	2	Christopher Shepard	Mark & Jennifer Riches
 Joygrace Harmony	FL	2	Ace & Gina Fair	Carol Smith
 Keith Wilson	AL	2	Jessica Hooton	Mark & Jennifer Riches
 Lawrence Hassebroek	FL	2	Christopher & Bethany Corley	Mark & Jennifer Riches
Linda Bowden & Alex Gardner	AZ	2	Shirlene Moore	Shirlene Moore
Micah A Carter-Buchanan	CO	2	Liz & David Lequeux	
Michael K Bailey	MD	2	Coach Fard Bell	Brian Carruthers
Oddeit Loveellis	FL	2	Nathaniel Sardine	Darnell & Traci Self
Ogechi Azuike 	ON	2	Brad & Moira Roberts	Mike, Steve & Kim Melia
Pamela Smith	NC	2	Elizabeth Gardner	Elizabeth Gardner
Phil Shannon	CA	2	Tom & Sue Reno	Carol Smith
Rob & April Hurst	OH	2	Frank & Theresa Aucoin	Brian Carruthers
Roy Tatem	AZ	2	Mike Humes	Mike Humes
Samir Kanona	MI	2	Brian Carruthers	Brian Carruthers
Steve Hoisington	WA	2	Toby & Bonnie Cutberth	Tag Team
Tamara Dill	NV	2	Nancy Chaconas	Elizabeth Gardner
 Tamatha K Martin	LA	2	Mark & Jennifer Riches	Mark & Jennifer Riches
Tamika Mattox	NC	2	Cliff Malloy	Cliff Malloy
Tanya R Norwood	NJ	2	Darnell & Traci Self	Darnell & Traci Self
Tony & Cherise Barkley	NC	2	Harold Pinson	Shirlene Moore
 Venus Powers	SC	2	Mark & Jennifer Riches	Mark & Jennifer Riches
Yvette Eldridge	NH	2	Nola Fennessy	
Abimbola Jones 	NB	1	Jim & Gudrun Gavin	Don & Angela Thompson

Popular Links

- Team Docs
- Performance Club Information
- LegalShield Livestream Channel
- Member Perks
- LegalShield Associate Perks
- Success Team Facebook Page
- LS Engage
- LegalShield Calendar
- The LegalShield Store
- LegalShield Convention Info
- Provider Law Firm Directory
- Fast Start Training Registration Page
- Text Templates
- Join our Success Team Slack Group
- One Team- One Dream Leaderboard



November Book of the Month





Chris Shepard

*Bronze Executive Director
Top Recruiter & Team Builder
Colorado*



RECRUITING B2B PRODUCERS

What is a B2B Producer?

- **Someone focused on approaching companies and offering the LegalShield and IDShield products as a voluntary employee benefit.**
- **Someone focused on marketing the Small Business Plan to small businesses.**



Why Do you Want B2B Producers on Your Team?

- **Volume production**
- **Good retention on memberships**
- **Helps you qualify for higher levels**
- **They are very independent**

Personal Retention	87.3%
Organization Retention	87.56%

How to Recruit B2B Producers?

- Look for people that would enjoy focusing on contacting businesses and doing group enrollments.



Who do you know...

- Sales
- Teaching
- Insurance
- Real-estate
- Account Manager
- Customer Service
- Great at building relationships



How to Recruit B2B Producers?

- Look for people that would enjoy focusing on contacting businesses and doing group enrollments.
- Learn how to explain the B2B opportunity.

This would consist of going into companies and offering the LegalShield and IDShield plans as an employee benefit. You are paid on every employee that enrolls in the plan.

For example: if you write 75 memberships in a month, you could earn \$12,900, if you do that every month, you could earn over \$150,000 a year.

What attracts them?

- **Advance commissions**
- **Lifetime residuals**
- **Set their own hours**
- **Work their own schedules**



Business Overview Presentation



Oluwasegun Ojo
Associate
(443)388-6733
oluwasegunojousa@gmail.com

S LegalShield Business Overview



A video player interface showing a man in a suit smiling and gesturing. The video is 7:14 / 23:52 long. The interface includes a play button, volume control, and video controls.

Watch later Share

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

How to Recruit B2B Producers?

Note: Listed below are the custom websites that are available to you as a TMS user.

Business Overview Website www.businessoverview365.com/128445269

Prospect Information Request Website info.businessoverview365.com/128445269

Employee Benefit Sales Overview sales.businessoverview365.com/128445269

Team Building Overview team.businessoverview365.com/128445269

Individual Sales & Small Business Overview freedom.businessoverview365.com/128445269

Why Build a LegalShield Team vimeo.com/413350650/1982eb48dc

Membership Exposure Website <https://www.planoverview365.com/128445269>

Guest Enrollment Link enroll.successteamworld.com/128445269

We Are LegalShield Website <https://ubi.wearelegalshield.com/>

Membership and Associate Enrollment <https://ubi.wearelegalshield.com/>

Opt Out Website itools365.com/optout/128445269

Guest/Associate Re-Optin Website successteamworld.com/optin.php



How to get them into the B2B training and support system



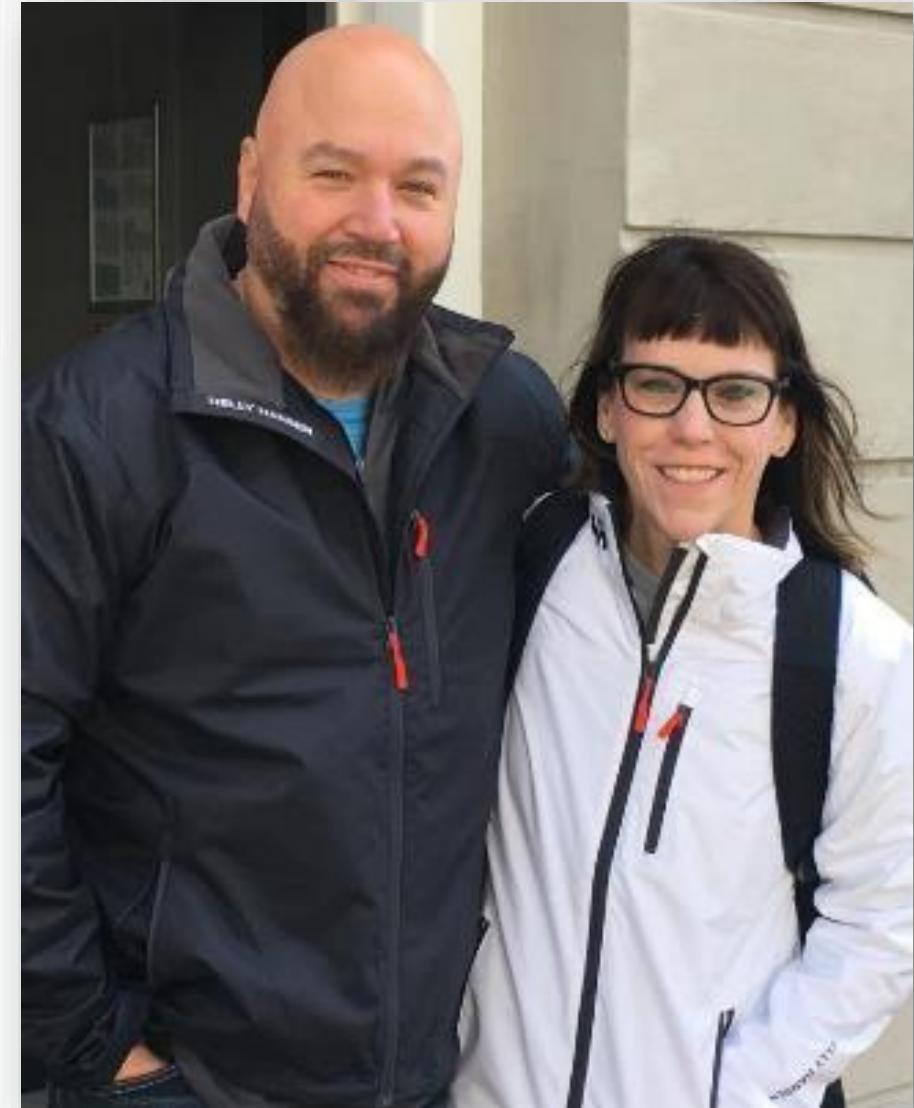


Mike Riches
*Executive Director
VP of Business Solutions Training
Millionaire Club Member
\$300k Ring Earner
Arkansas*





Jim Tanner
*Executive Director
Millionaire Club Member
\$200,000 Ring Earner
Top Recruiter & Team Builder
Massachusetts*





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