



SUCCESSTEAM

# 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*

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



# *Top Producers*

*October 2022*

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

# *Performance Club Qualifiers*

• *October 2022* •

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



# *Performance Club Qualifiers*

*• October 2022 •*

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

# *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* •

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

# *Performance Club Qualifiers*

*• October 2022 •*

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



# *Performance Club Qualifiers*

• *October 2022* •

**Joe Sadler**

**NY**

**100**

**Charlene Gibbins**

**GA**

**100**

**Nikolas Wieneke**

**MD**

**100**







**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
	<b>Amber Kromer Marquez</b>	<b>TN</b>	<b>2</b>	Ed & Joanna Kromer	Mark & Jennifer Riches
	<b>Amir Bey</b>	<b>PA</b>	<b>2</b>		
	<b>Ardell's Network</b>	<b>IN</b>	<b>2</b>	Sean & Loren Mikael	Darnell & Traci Self
	<b>Arjun P Joshi</b>	<b>CA</b>	<b>2</b>	Mike, Steve & Kim Melia	Mike, Steve & Kim Melia
	<b>Barry R Fisher</b>	<b>MI</b>	<b>2</b>	Joe & Barbara Dameron	Michael Dorsey
	<b>Brenda K Wall</b>	<b>WA</b>	<b>2</b>	Steve Hoisington	Tag Team
	<b>Brett Masters LLC</b>	<b>FL</b>	<b>2</b>	Waters Rhone	Mark Brown
	<b>Brian &amp; Abby Parker</b>	<b>TX</b>	<b>2</b>	Pat & Mike Parker	Mark Brown
	<b>Cathy Montoya</b>	<b>CA</b>	<b>2</b>	Liz & David Lequeux	
	<b>Cineura Dantzler</b>	<b>CO</b>	<b>2</b>	Jim Tanner & Danielle Rousseau	Mark & Jennifer Riches
	<b>Corey Anderson</b>	<b>NC</b>	<b>2</b>	Jessica Hooton	Mark & Jennifer Riches
	<b>Denise Guerrero</b>	<b>TX</b>	<b>2</b>	Kennetha & James Kelly	Mike Humes
	<b>Ed &amp; Joanna Kromer</b>	<b>AZ</b>	<b>2</b>	Christopher Shepard	Mark & Jennifer Riches
	<b>Erica Lynn</b>	<b>OH</b>	<b>2</b>	Rob & April Hurst	Brian Carruthers
	<b>Frantz Aubourg</b>	<b>FL</b>	<b>2</b>	Tommy & Ingrid Sardine	Darnell & Traci Self
	<b>Fred Evans</b>	<b>FL</b>	<b>2</b>	Tommy & Ingrid Sardine	Darnell & Traci Self
	<b>Gg Group Inc</b>	<b>NV</b>	<b>2</b>	Nancy Chaconas	Elizabeth Gardner
	<b>Ian Hathaway</b>	<b>GA</b>	<b>2</b>	Carol Smith	Carol Smith
	<b>J S Buford Financial Companies</b>	<b>MI</b>	<b>2</b>	Patrick S Shaw	Cliff Malloy
	<b>Jeffrey Louis</b>	<b>FL</b>	<b>2</b>	Chip Humphrey	Mike, Steve & Kim Melia
	<b>John Fehrenbach</b>	<b>OH</b>	<b>2</b>	James Faletra	Mark & Jennifer Riches
	<b>Jonathan Gehrig</b>	<b>FL</b>	<b>2</b>	Alex And Julia Shahid	Brian Carruthers



	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

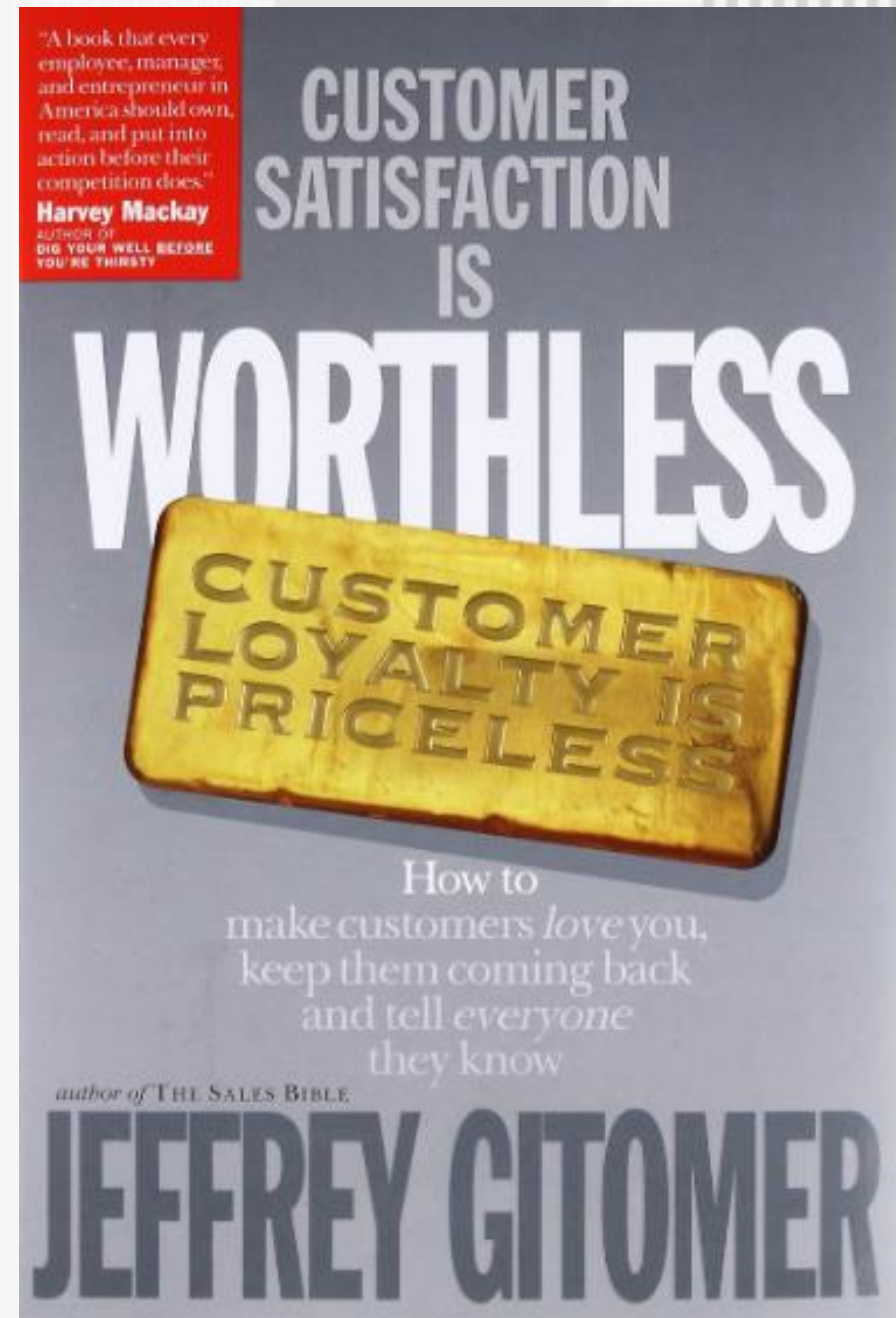
## Popular Links

- [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*

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**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	<b>87.3%</b>
Organization Retention	<b>87.56%</b>

# 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

Watch later Share



7:14 / 23:52

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](http://www.businessoverview365.com/128445269)

**Prospect Information Request Website**    [info.businessoverview365.com/128445269](http://info.businessoverview365.com/128445269)

**Employee Benefit Sales Overview**    [sales.businessoverview365.com/128445269](http://sales.businessoverview365.com/128445269)

**Team Building Overview**    [team.businessoverview365.com/128445269](http://team.businessoverview365.com/128445269)

**Individual Sales & Small Business Overview**    [freedom.businessoverview365.com/128445269](http://freedom.businessoverview365.com/128445269)

**Why Build a LegalShield Team**    [vimeo.com/413350650/1982eb48dc](http://vimeo.com/413350650/1982eb48dc)

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

**Guest Enrollment Link**    [enroll.successteamworld.com/128445269](http://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](http://itools365.com/optout/128445269)

**Guest/Associate Re-Optin Website**    [successteamworld.com/optin.php](http://successteamworld.com/optin.php)

# How to get them into the B2B training and support system







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# Mike Riches

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





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# Jim Tanner

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





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