



# TEAM BUILDING TRAINING

*November 9, 2023*

# Performance Club Matching Bonuses



## Help Associates Get Performance Club Qualified!

Sr. Directors and Above can earn a 100% Matching Bonus for Each Month an Associate on Their Team Earns a Performance Club Check of \$200!

Months PC Qualified	Qualifier Bonus	Sr. Director & Above Matching Bonus
3 - 11	\$200 Bonus	<b>\$200 Bonus</b>

There is no limit to the number of Matching Bonuses a qualified upline Senior Director and Above can earn!

### The Rules

- To be eligible to earn PC Upline Matching bonuses, Sr. Directors and above must qualify by:
  - Being a Senior Director or Above in the month of bonus payout.
  - Personally PC check qualify in the month of bonus payout.
  - Having an active LegalShield Advantage or Advantage Plus subscription.
  - Minimum organizational retention required to be paid a PC Matching Bonus is 65% or higher.
- All associates must be in good standing with the company to receive incentives, including bonuses or trips. Any associate that is currently being sanctioned or is in a hold status at the time of bonus payout will not be eligible for PC Upline Matching bonuses.
- Any activity deemed a manipulation of bonuses will be reviewed and bonuses can be withheld.
- PC Upline Matching bonuses will payout to the first qualified Sr. Director and above in the PC qualifier's organization.
- If a Senior Director or above fails to meet all of the preceding criteria at the time of bonus payout, the bonus will roll-up to the first qualified Sr. Director within the organization.
- PC Matching Bonuses will be earned during the first 3-11 months in which the qualifying associate earns a \$200 bonus. See the [Performance Club flier](#) for more details on qualifying months.
- There is no limit to the number of PC Matching Bonuses an upline Sr. Director or above can earn in a month.
- PC Upline Matching Bonuses will not be paid to Associates "assigned" or "placed" at a level.
- PC Upline Matching Bonuses are generated with PC Bonuses on or around the 7th day of each month. PC Upline Matching Bonuses will be paid monthly as long as all requirements are met and all downline associates involved remain in good standing.
- The first PC Upline Matching bonus will payout in November, from PC activity in October 2023.
- For complete incentive guidelines [click here](#).

# PC Matching Bonus!

# \$200 on every personally recruited associate on months 3-11

## Performance Club Matching Bonus Qualifier

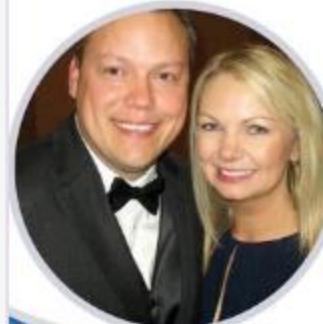


**\$900**  
Performance Club Bon

Benjamin G Hilge

HAWAII

## Performance Club Matching Bonus Qualifier



**\$900**  
Performance Club Bon

Jason & Kacy Lavender

TEXAS

## Performance Club Matching Bonus Qualifier



**\$900**  
Performance Club Bonus

Paul Archuleta

NEW MEXICO

## Performance Club Matching Bonus Qualifier



**\$900**  
Performance Club Bonus

Latisha Randolph

MISSOURI

## Performance Club Matching Bonus Qualifier



**\$900**  
Performance Club Bonus

Jim Tanner

MASSACHUSETTS

**Performance Club**  
Matching Bonus Qualifier



**\$1,100**  
Performance Club Bon  
J.S. BUFORD  
MICHIGAN

**Performance Club**  
Matching Bonus Qualifier



**\$1,100**  
Performance Club Bonus  
Teresa Wright Johnson  
VIRGINIA

**Performance Club**  
Matching Bonus Qualifier



**\$1,100**  
Performance Club Bon  
Verna Heath  
TEXAS

**Performance Club**  
Matching Bonus Qualifier



**\$1,100**  
Performance Club Bonus  
Kevin & Linda Torres  
FLORIDA

**Performance Club**  
Matching Bonus Qualifier



**\$1,100**  
Performance Club Bonus  
Nathan Williams  
INDIANA



**Performance Club**  
Matching Bonus Qualifier

**\$1,500**  
Performance Club Bonus

**David Guidroz**  
ALABAMA

**Performance Club**  
Matching Bonus Qualifier

**\$1,500**  
Performance Club Bonus

**Mike, Steve & Kim Melia**  
NORTH CAROLINA

**Performance Club**  
Matching Bonus Qualifier

**\$1,500**  
Performance Club Bonus

**Mark & Jennifer Riches**  
TENNESSEE

**Performance Club**  
Matching Bonus Qualifier

**\$1,500**  
Performance Club Bonus

**Liz & David Lequeu**  
CALIFORNIA

**Performance Club**  
Matching Bonus Qualifier

**\$1,500**  
Performance Club Bonus

**Phillip Shannon**  
CALIFORNIA

# *November Book of the Month*

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#1 WALL STREET JOURNAL BESTSELLER

# 1 THE POWER OF **ONE MORE**

THE ULTIMATE GUIDE TO  
HAPPINESS AND SUCCESS

**ED MYLETT**

BESTSELLING AUTHOR OF #MAXOUT YOUR LIFE

WILEY

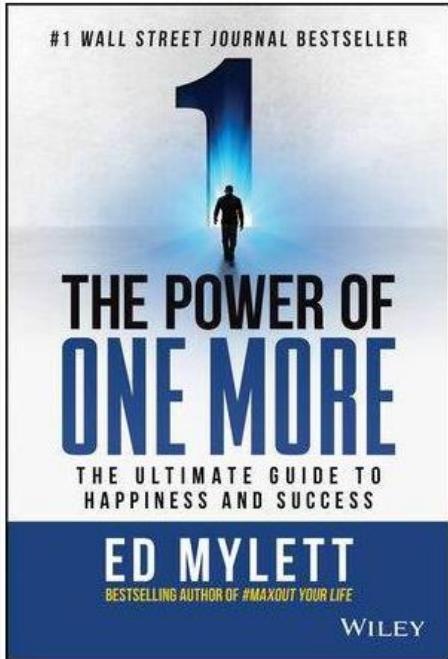
**“Self-confident people share one habit in common, and that is the ability to keep the promises they make to themselves. When you're in the habit of keeping promises you make with yourself, you're on the pathway to self-confidence.**

**Self-confidence is also a form of self-trust, and if you can't trust yourself, you need to do some hard thinking about your life.”**

**— Ed Mylett**

**“A positive mindset is not just a state of mind, it's a way of life. Choose to see the good in every situation, and watch your life transform.”**

— **Ed Mylett**





# Creating a Fast Start Factory

## Fast Start Power Team Leaderboard



Line Number	Name	Total Recruits	FS Qualified
1	Mark & Jennifer Riches	582	51
2	Diane Clines	199	44
3	Mike Humes	548	39
4	Sean & Loren Mikael	212	33
5	Darnell & Traci Self	344	33
6	Steve Hoisington	181	25
7	Corey Williams	234	25
8	Dick & Astrid Hricak	188	23
9	Ulysses & Lynnette Brown Jr	285	23
10	Timothy Ward	170	20



# Why do we want people to Fast Start Qualify?



# Why do we want people to Fast Start Qualify?

- They can earn a \$200 bonus
- It helps create a great story for them
- Membership retention
- Upline bonuses
- It pushes them to get started
- Recognition

# Upline Fast Start & Manager Bonuses

LEVEL ADVANCE	QUALIFIER BONUS	SPONSOR BONUS	UPLINE SR. DIRECTOR BONUS	UPLINE EXEC. DIRECTOR BONUS
Manager (45 Days)	\$200 <del>\$500</del> <b>\$500</b>	\$200	\$400	\$400
Senior Associate (20 Days)	\$100 <del>\$200</del> * Advanced Commissions	\$100	\$200	\$200
<b>Total Bonus Payout</b>	<b>\$700</b>	<b>\$300</b>	<b>\$600</b>	<b>\$600</b>

**Total for Fast Start - \$800**

**Total for Manager - \$1600**

# Pathway to Fast Start

## 1. 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 checked="" type="checkbox"/>
Contacting Your Prospects	24:18			<input checked="" type="checkbox"/>
The Fortune is in the Follow-up	9:10			<input checked="" type="checkbox"/>
How to Fast Start Qualify	6:40			<input checked="" type="checkbox"/>
How to use your Membership Exposure Website	5:53			<input checked="" type="checkbox"/>
How to Enroll a Member	5:36			<input checked="" type="checkbox"/>
How to Build Your LegalShield Team	18:11			<input checked="" type="checkbox"/>
LegalShield Performance Club	14:13			<input checked="" type="checkbox"/>

# Pathway to Fast Start

1. Launching Your Business Training
2. Text alerts
3. Register & attend Fast Start Training



# FAST START TRAINING



# How to Fast Start Qualify

- Enroll 3 customers
- Recruit 1 associate (3/1)
- Attend Fast Start Training
- By your Fast Start Deadline

- You get a 28% raise!
- And a \$200 bonus!



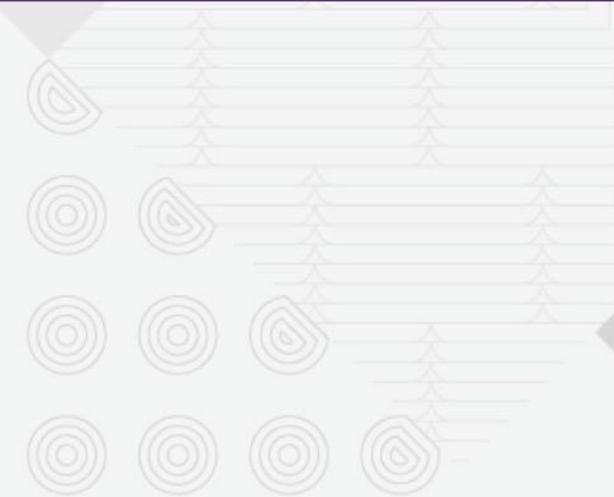
# Contacting Your Prospects

- You can text them a link to your membership website.
- You can text them a link to your opportunity website.
- You can schedule a Private Zoom Call (PZC) with a group of your prospects and have the membership and opportunity presented.

# Pathway to Fast Start

1. Launching Your Business Training
2. Text alerts
3. Register & attend Fast Start Training
4. Get at least 50 names on their warm market list
5. Contact their prospects and schedule practice presentations

# Common Objections



# Common Objections

- I don't have anyone in my warm market.
- Too busy... I don't have time.
- I don't want to bother people that I know
- Everyone that I know is broke
- I'm ok without the bonus
- I don't think I can do this.

# Skill Check

- Do they know how to use their exposure websites and send a link to their prospects?
- Have they uploaded their photo?
- Do they know how to complete a membership application?
- Do they know how to enroll a membership?

## Launching Your Business Training

	Length	Watch	PDF	Completed
Welcome to the Team	2:11			<input checked="" type="checkbox"/>
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## MEMBERSHIP ENTRY FORM

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Date of Birth: \_\_\_\_\_ Last Four of Social Security Number: \_\_\_\_\_

Mobile Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_

Spouse Name: \_\_\_\_\_ Spouse Date of Birth: \_\_\_\_\_

Spouse Email: \_\_\_\_\_

Dependent Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

### PAYMENT INFORMATION

Debit/ Credit Card: Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ CVC: \_\_\_\_\_

Bank Draft: Account Number: \_\_\_\_\_ Routing Number: \_\_\_\_\_

**Note:** We cannot process pre-paid credit cards

**Select Plan:**

- \$29.95 LegalShield
- \$19.95 IDShield Individual
- \$34.95 IDShield Family

**Combo Plans:**

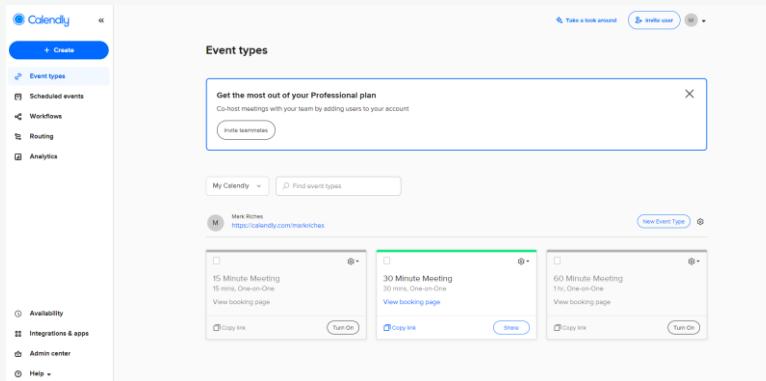
- \$49.90 LegalShield and IDShield Individual Coverage
- \$64.90 LegalShield and IDShield Family Coverage

Supplements: \_\_\_\_\_



# Skill Check

- Do they know how to schedule a zoom call with you?
- Is their LS username correct in our system?



Give a man a  
  
feed him for a day.

Teach a man to



and feed him for a

➤ **LIFETIME** ◀

The number 1 key to  
increasing the number of  
Fast Start Qualifiers in your  
team is:

The number 1 key to  
increasing the number of  
Fast Start Qualifiers in your  
team is:

**EXPECTATION**



## The Bandwagon Effect

- Everyone Fast Start Qualifies
- I really want to help you earn that \$200 bonus.
- Most people do this in their first week.
- I believe in you!

# What can I do as a Sponsor?

- Celebrate their accomplishments 
- Share success stories of others that have FSQ
- Communicate regularly, know their deadline date.

## Promotion Banners

### Get Plugged In!

Join Our Text Reminder  
Service for FREE!

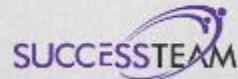
Text the word  
success to (833)366-6679

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

Text Alerts

### Team Building Training Call

Thursday Evenings  
at 7:00 pm CT



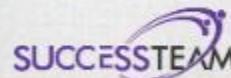
[Go to www.stwzoom.com](http://www.stwzoom.com)

Thursday Team Building Training

### 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

## Recognition

**CONGRATULATIONS!**

*For Achieving the Level of*

**SENIOR ASSOCIATE**



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

**CONGRATULATIONS!**

*For Achieving the Level of*

**MANAGER**



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

**CONGRATULATIONS!**

*On Enrolling Your First*

**MEMBER**



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

**CONGRATULATIONS!**

*You Are*

**FAST START  
QUALIFIED**



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**CONGRATULATIONS!**

*For Being*

**PERFORMANCE CLUB  
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Search here...

**SEARCH**

➤ Texts for Your Warm Market

➤ Texts for Prospects

➤ Texts for Guests

➤ Texts for Associates

➤ Texts for Members

## Text Templates for Associates

Shortcut	Use	Message	Copy
a1	Use this to touch base with your associates.	Good afternoon! Is there anything I can do to assist you with your business today? I am committed to your success!	
a2	Request to schedule a game plan with an associate	I hope all is going well. Please let me know if you want to take a few minutes and put together a plan for the upcoming year. I would love to help you earn an extra \$50-\$100k next year. Feel free to call or text me anytime.	
a3	Send this to encourage your associate to do a private Zoom call with their prospects	Let me know if you have anyone that is interested in either the membership or opportunity and we can hop on a Zoom call with them.	
a4	Encourage an associate to Fast Start Qualify	I want to help you earn your Fast Start bonus and we only need a few membership sales. What can I do to help you get some plans written?	
a5	To promote the Performance Club	Good afternoon! I just wanted to touch base with you and see if you needed any assistance with your Performance Club qualification this month? I want to help you start earning those monthly bonus checks. Just text or call if you need anything.	
a6	Encourage associate to download the app and use their membership.	<p>Here is the link to activate your LegalShield account and download the apps. <a href="https://successteamworld.com/ls-ids-app.php">https://successteamworld.com/ls-ids-app.php</a></p> <p>Having the app on your phone will help you have access to your membership benefits 24/7.</p>	

“Good morning! I want to help you write your first membership this week and get your first commission check.

Do you have anyone that we can talk to today?”

# What can I do as a Sponsor?

- Celebrate their accomplishments 
- Share success stories of others that have FSQ
- Communicate regularly, know their deadline date.

## NEW ASSOCIATE LOG

# New Associate Log

# Team Fast Start & Manager Deadline Report

## Team Reports

Login Activity - Associates

Activity Report - Prospect

CareerBuilder User Report

Recruiting Report - Associates

Fast Start Registration Report

Fast Start Training Completed Report

Resume Recruiting Associates

Associate Recognition Plaque Report

Performance Club Qualifiers

Associates Registered for Next Event

Team FSQ & Manager Deadlines

Associates Have Not Completed Fast Start Training

# What can I do as a Sponsor?

- Celebrate their accomplishments 
- Share success stories of others that have FSQ
- Communicate regularly, know their deadline date.
- Promote the team call and be sure they are on it.
- Be sure they attend the Fast Start Training
- Be sure they complete the Launching Your Business Training
- Help keep them focused and excited
- Do a Zoom calls with them to assist them in enrolling their prospects.

# What can I do as a Sponsor?

- Be available for them
- Get them to use their membership

# Affirmations

- Everyone I recruit Fast Start Qualifies
- I am a Fast Start Factory
- Our team does not leave money on the LS table
- I stay in regular communication with everyone on my team
- I help everyone on my team win



# TEAM BUILDING TRAINING

*November 9, 2023*