



TEAM BUILDING TRAINING

October 12, 2023

BUILD YOUR DREAM

October 2023 - December 2024

Achieve a new rank of Senior Director or Above for THREE consecutive months to...EARN BIG BONUSES!!

New Level Achieved for 3 Months	Organizational Recruits	Total Bonus
Senior Director	10	\$1,000
Executive Director	15	\$2,500
Bronze ED	30	\$5,000
Silver ED	45	\$10,000
Gold ED	60	\$15,000
Platinum ED	75	\$20,000
Double Platinum ED	150	\$25,000
Triple Platinum ED	225	\$30,000
Platinum Elite ED	300	\$50,000
Diamond ED	375	\$100,000

Qualifier Bonus Eligibility:

- ✓ Achieve a new level for 3 consecutive months.*
- ✓ Meet the organizational recruiting minimum during the consecutive 3 months.
- ✓ Performance Club qualify each month of the 3 consecutive months.
- ✓ Minimum 65% organizational (12-month rolling) retention at the time of bonus payout.

Up to 100% in Upline Matching Bonuses!

- | | |
|-----------------------------|---------------|
| Executive Director | =20% Matching |
| Bronze Executive Director | =20% Matching |
| Silver Executive Director | =20% Matching |
| Gold Executive Director | =20% Matching |
| Platinum Executive Director | =20% Matching |

Upline Matching Bonus Eligibility:

- ✓ Performance Club qualify each of the 3 consecutive months of your qualifying associates' eligible activity.
- ✓ Minimum 65% organizational (12-month rolling) retention at the time of bonus payout.

*Must not have achieved the new level for 3 consecutive months since January 2023.



DREAM BIGGER



Worksheet

Name _____ Goal Date: _____

Download the
**DREAM
BIGGER**
worksheet

- **Do you have your goals set and Dream Bigger worksheet complete?**
- **Have you established a daily action plan for success?**
- **You can participate in the Dream Bigger Mastermind on Wednesdays at 7:00 PM CT.**

Dream Bigger Mastermind

Opt-in to join our Wednesday Zooms!



Say Yes to the Dream Bigger Mastermind, TONIGHT!

Announced at the Dream Bigger Leadership Summit, this is a 12 week event series that you don't want to miss! Scan the above QR Code to complete the 3-question survey. See the end of the survey for our Dream Bigger Mastermind text reminder opt-in!

Join the first call **TONIGHT, October 11th at 7 p.m. CT** to see what the Dream Bigger Mastermind is all about!

Meeting URL: <https://legalshieldcorp.zoom.us/j/96973371334?pwd=ZUF2R1hBOFVQSXNHNTdzYjk0b0tFZz09&from=addon>

Meeting ID: 969 7337 1334

Passcode: 252341

Please send questions to LegalShieldUniversity@legalshieldcorp.com.

Join the Mastermind Text Alerts:

Text **DREAM** to 855-773-1047

Performance Club

150 Points

Earn Points:

Every Premium Dollar = 1 Point

Recruit an Associate = 50 Points

FSQ an Associate = 50 Points

Open a Group = 50 Points

<u>Months Qualified</u>	<u>Monthly Bonus</u>
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3-11	\$200
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12-23	\$300
--------------	--------------

24-35	\$400
--------------	--------------

36+	\$500
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“The **Success System** is learned a little bit at a time. It changes from time to time, so it’s always important to stay plugged in.”

“Most people just aren’t patient enough to learn and then follow the system.”



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

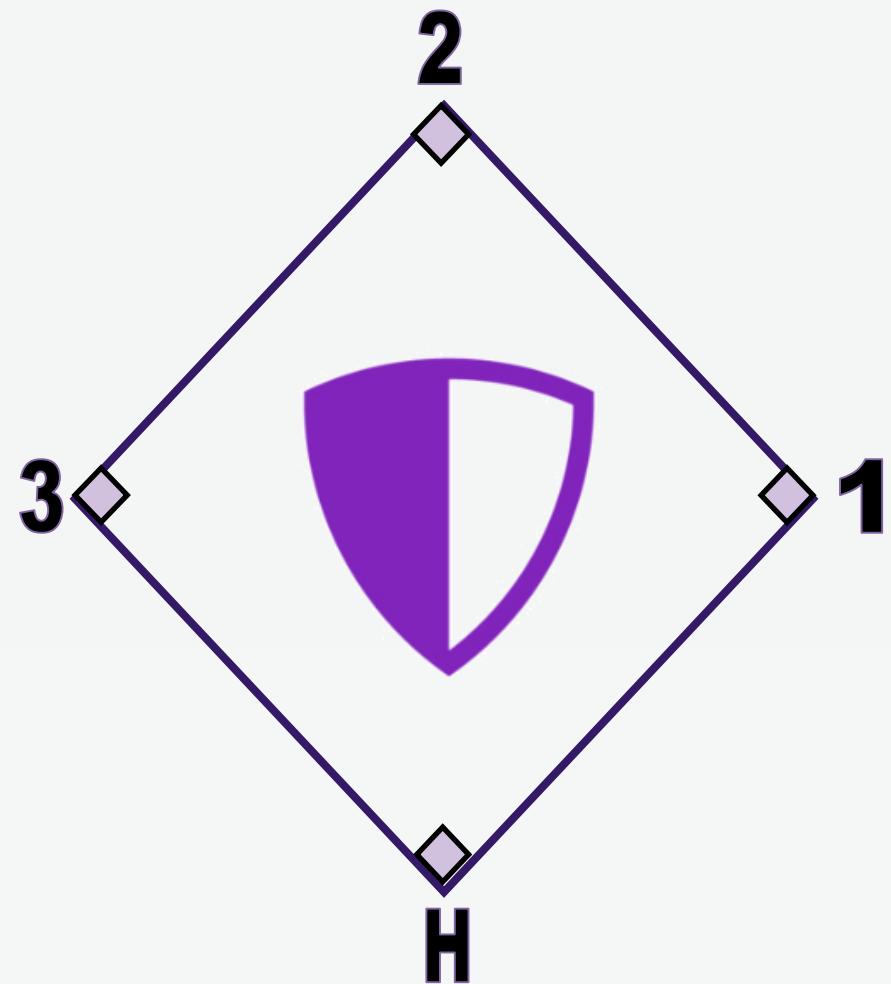
- ❖ The FORTUNE is in the FOLLOW-UP
- ❖ Just because they are not contacting you, doesn't mean they are not interested
- ❖ If you don't follow-up someone else will
- ❖ Just because they're not interested TODAY, doesn't mean they won't be in the FUTURE

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

LegalShield Baseball



1st Base – Exposure

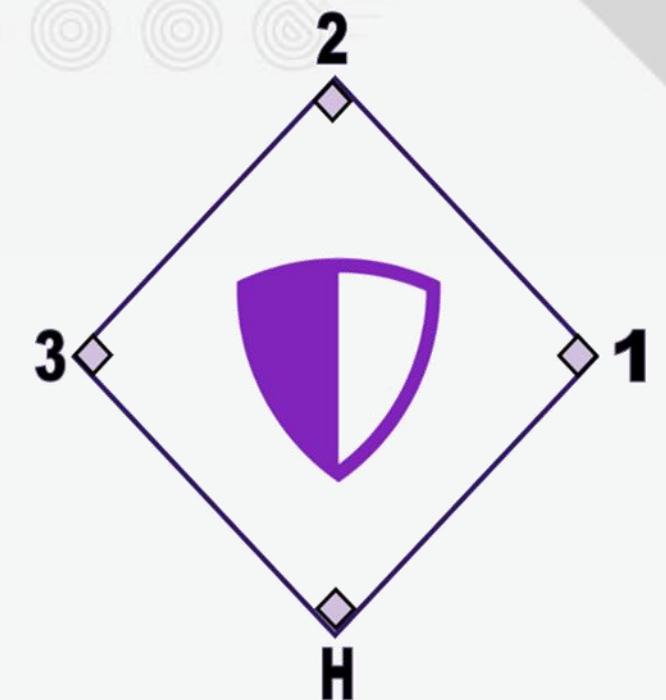
**2nd Base – Company Orientation
Videos**

3rd Base – Zoom Call

**Home – Membership &
Associate Enrollment**

FIRST BASE - EXPOSURE

- **Business Overview Website**
- **Business Briefing**
- **Online Presentation**
- **The Fortune is in the Follow-up**

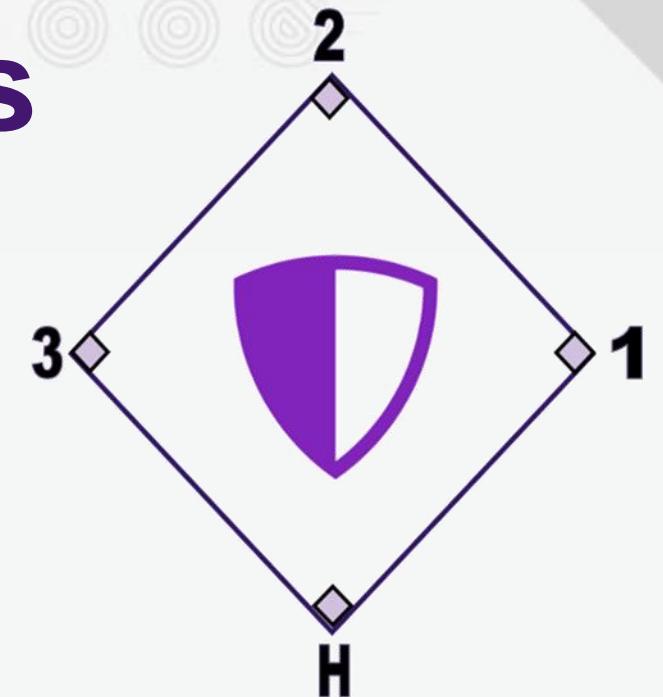


SECOND BASE COMPANY ORIENTATION VIDEOS

- **90 Minutes of information on the company, the products, the compensation plan, the different areas of focus, and success stories.**
- **The system notifies you on their progress.**

THIRD BASE – VALIDATION

- 3 Way Call or Zoom Call with Your Support Team
- Additional Exposure Tools





Welcome Amado Hernandez
Associate Number: 125434928

My Prospect List

	Prospects	Membership Website Views	Opportunity Website Views	Evaluation	Guests	Guests Completed Training	Members	Associates
Personal Production	2	126	11	300	0	16	2	4

- Add Prospects
- View My Prospects
- Add Members
- Resources
- Reports
- Logout



Search here...

SEARCH

Resources



Website Links



Email Templates



Scripts



Text Templates



Training



Documents



Important Numbers

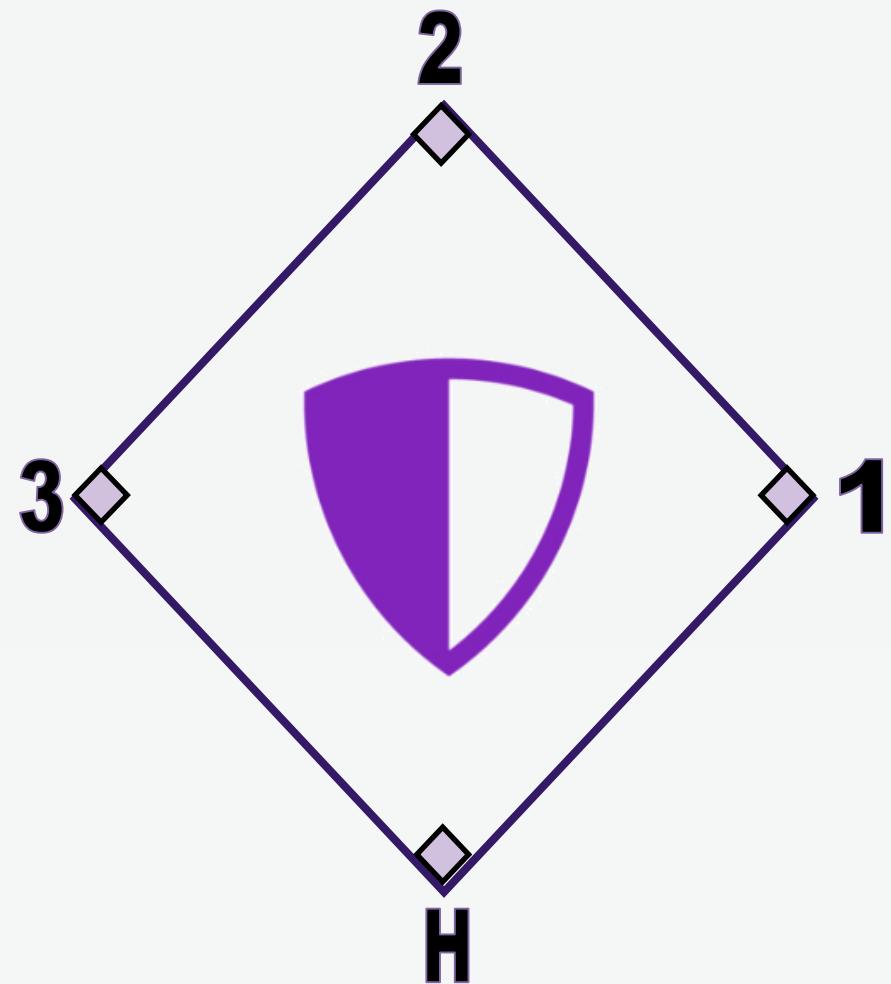


Game Plan Scheduling Link

HOME BASE - ENROLLMENT

- **Enroll them as a member and as an associate.**
- **Use your support team to assist you with this step, if needed.**

LegalShield Baseball



1st Base – Exposure

**2nd Base – Company Orientation
Videos**

3rd Base – Zoom Call

**Home – Membership &
Associate Enrollment**



3 Trade Secrets for Building a LegalShield Team



“We don’t want these **Trade Secrets** to
be a secret!”



3 Trade Secrets for Building a LegalShield Team

1. Company Orientation Videos



Company Orientation Videos

90 minutes – Gives the prospect a detailed overview of the company, the products, the compensation, and the different areas of focus.





Business Overview Presentation



Sanai Dodson
Manager
(973)614-4042
sanaidodson.2002@gmail.com



A thumbnail for a YouTube video. The thumbnail has a dark purple header with a white 'S' icon and the text 'LegalShield Business Overview'. The main image shows the LegalShield logo (purple shield with 'L') and the word 'LegalShield' in a large, bold, purple font. Below the logo are several small, faint icons of shields and scales. In the bottom left corner, there is a large, semi-transparent white text box containing the words 'BUSINESS OVERVIEW' in a large, bold, black font. A red YouTube play button icon is positioned above the word 'OVERVIEW'. In the bottom left corner of the thumbnail, there is a small black bar with the text 'Watch on YouTube' and a YouTube logo.

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



SANAI DODSON
MANAGER
(973)614-4042
SANAIDODSON.2002@GMAIL.COM

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

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 checked="" type="checkbox"/>
LegalShield - The Perfect Business	27:02					<input checked="" type="checkbox"/>
LegalShield & IDShield Product Overview	11:19					<input checked="" type="checkbox"/>
LegalShield Provider Law Firm Network	2:40					<input checked="" type="checkbox"/>
LegalShield Compensation Plan	18:49					<input checked="" type="checkbox"/>
Areas of Focus Overview	7:42					<input checked="" type="checkbox"/>
Jim Tanner Success Story	5:55					<input checked="" type="checkbox"/>
Tami Martin Success Story	2:07					<input type="checkbox"/>
Christopher Corley Success Story	5:37					<input checked="" type="checkbox"/>
Next Steps	2:42					<input checked="" type="checkbox"/>

Post Date	Title	View
10/10/2023 11:27:51 AM	Leadership Training Call Today at 1:00 PM CT	View
10/10/2023 11:16:16 AM	Fast Start Training Tonight at 7:00 PM CT!	View
10/09/2023 02:14:40 PM	Leadership Training Call Tuesday at 1:00 PM CT!	View
10/09/2023 08:06:14 AM	Reminder...Success Team Call This Morning at 9:00 AM CT! Exciting News!	View
10/09/2023 07:14:01 AM	Fast Start Qualification Deadline Notice - 10 Days Before Email Sent	View
10/08/2023 11:05:30 PM	Natalie Robinson has uploaded their picture	View
10/07/2023 04:51:40 PM	Do you have a Strategy Plan in Place for the new Incentives?	View
10/07/2023 12:41:35 PM	Great News! Natalie Robinson has Completed the Company Orientation Videos!	View
10/06/2023 10:16:16 PM	Great News! Susan Russell is halfway through the Company Orientation Videos!	View
10/06/2023 02:58:43 AM	Great News! Lashaunna Lloyd is halfway through the Company Orientation Videos!	View
10/05/2023 07:22:44 PM	Great News! Justin Booth is halfway through the Company Orientation Videos!	View
10/05/2023 06:49:13 PM	Great News! Justin Booth has Begun the Company Orientation Videos!	View
10/05/2023 05:52:49 PM	Great News! Sheyanne Irving is halfway through the Company Orientation Videos!	View
10/05/2023 11:49:32 AM	Emergency Team Call Tonight at 7:00 PM CT!	View
10/04/2023 09:27:03 PM	Great News! Melisha Donley has Begun the Company Orientation Videos!	View
10/04/2023 06:49:54 PM	Great News! Rayn Smith has Completed the Launching Your Business Training!	View
10/04/2023 05:29:37 PM	Great News! Hadija Ibrahim is halfway through the Company Orientation Videos!	View
10/04/2023 04:52:58 PM	Great News! Hadija Ibrahim has Begun the Company Orientation Videos!	View
10/04/2023 01:13:33 PM	Great News! Natalie Robinson is halfway through the Company Orientation Videos!	View



Welcome Mark Riches
Associate Number: 128445269

- [Add Prospects](#)
- [View My Prospects](#)
- [Add Members](#)
- [Resources](#)
- [Reports](#)
- [Logout](#)

My Prospect List

	Prospects	Membership Website Views	Opportunity Website Views	Evaluation	Guests	Guests Completed Training	Members	Associates
Personal Production	4057	146	12266	1072	2	8	1733	454



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

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?

View Guest Accounts

Total : 6624   

Show Records : [25](#) [50](#) [100](#) [All](#)

Note: These prospects have created a guest account on the Success Team website. You should be in regular contact with them and encourage them to complete the Company Orientation Videos. Once they have completed the training encourage them to become a LegalShield member and associate. On the Last Associate Activity column, dates that show in orange have had no contact within 7 days and dates that show in red have had no contact within 30 days. On the Last Login column, dates that are in green have logged in in the last 7 days.

	Registration Date	Name	Phone	State	Company Orientation Videos	Membership	Last Associate Activity	Contacts	Last Login	View
<input type="checkbox"/>	10/03/2023	Justin Booth	(903)754-3653  	TX	 Started 10/05/2023		10/04/2023 11:23:52 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message	10/05/2023 07:22:38 PM	
<input type="checkbox"/>	10/03/2023	Sekitha Spencer	(469)662-8196  	TX			10/04/2023 11:24:09 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message	10/03/2023 07:40:04 PM	
<input type="checkbox"/>	10/03/2023	Melisha Donley	(253)326-6792  	WA	 Started 10/04/2023		10/04/2023 11:38:57 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message	10/04/2023 09:26:44 PM	
<input type="checkbox"/>	10/03/2023	Brandon Ntachi	(224)470-9865  	IL	 Started 10/03/2023		10/04/2023 11:24:44 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message	10/03/2023 07:05:10 PM	
<input type="checkbox"/>	10/03/2023	Angelina Canty	(561)983-5148  	FL	 Started 10/03/2023		10/04/2023 11:25:05 AM	<input type="radio"/> Sent Text <input type="radio"/> Left Message	10/03/2023 06:59:04 PM	

Guest Information

Training

Prospect Emailer

Text Templates

Membership and Associate

Activity Record

Justin Booth Guest ID 435329

Marshall, TX

(903)754-3653

jt.booth704@gmail.com

Last Login: Oct/05/2023

Last Associate Activity: Oct/04/2023

[Login as this user](#)

Level of Interest:



Note: You can hover over any completed training segment, and it will display the date that that training was last viewed.

Company Orientation Videos

Started Training Date: 10/05/2023

Finished Training Date: Not Finished Yet

Total Training Time: Not yet completed

1	2	3	4	5	6	7	8	9	10

3 Trade Secrets for Building a LegalShield Team

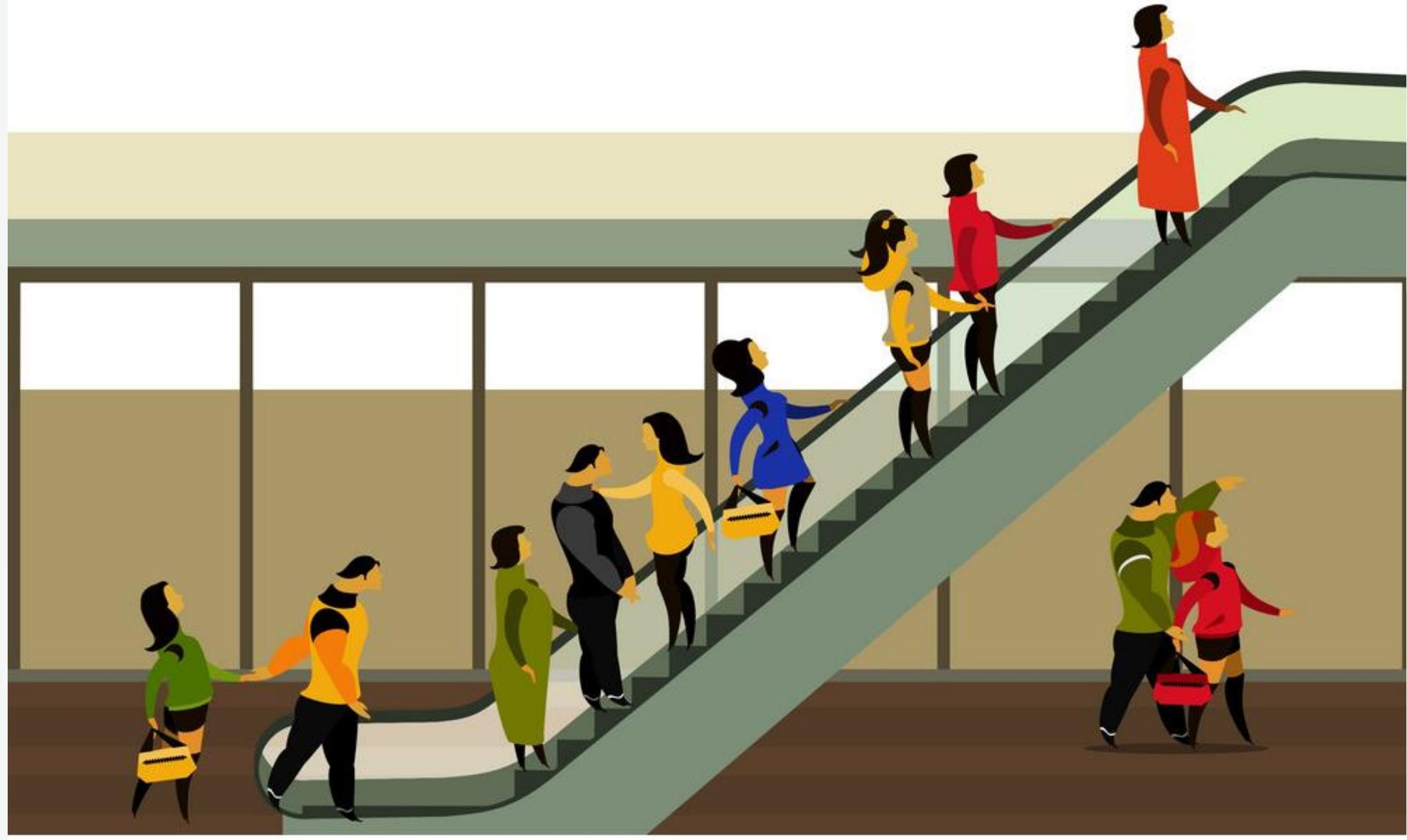
- 1. Company Orientation Videos**
- 2. Launching Your Business Training**



Launching Your Business Training

120 minutes – Helps get a new associate
plugged in, paid, and promoted.





DON`T MISS THE TEAM BUILDING TRAINING CALL TONIGHT AT 7:00PM

Training

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

LegalShield Stats

Performance Club Points:	0
Personal Premium MTD	\$0
Organization Premium MTD	\$15
Organization Premium ITD	\$1925
Personal Recruits MTD	0
Organization Recruits MTD	0
Personal Retention	75%
Organization Retention	91.3%
LegalShield Advantage	No
Last Updated:	10/12/2023

My Website Links

- My Membership Exposure Website [Copy Link](#)
- My Recruiting Website [Copy Link](#)
- LegalShield Checkout Site [Copy Link](#)
- App Download Center [Copy Link](#)

Launching Your Business Training

	Length	Watch	PDF	Completed
Welcome to the Team	2:11			<input 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 type="checkbox"/>
How to use your Membership Exposure Website	5:53			<input type="checkbox"/>
How to Enroll a Member	5:36			<input type="checkbox"/>
How to Build Your LegalShield Team	18:11			<input type="checkbox"/>
LegalShield Performance Club	14:13			<input type="checkbox"/>

[Start Your List Now](#)

[Getting Started Docs](#)

[Register for Fast Start Training](#)

Fast Start Training

Tuesday at 7:00 PM CT

New Associates can register
under the Getting Started Section.



Go to www.stwzoom.com
to join the training

Fast Start Training

**Tuesday at 7:00
PM CT**

3 Trade Secrets for Building a LegalShield Team

- 1. Company Orientation Videos**
- 2. Launching Your Business Training**
- 3. Success Team Website & Community**



Associate Access



Search here...

SEARCH

DON`T MISS THE TEAM BUILDING TRAINING CALL TONIGHT AT 7:00 PM C

Training

- Company Orientation Videos ✓
- Launching Your Business Training ✓
- Fast Start Training ✓
- ATM University Training ✓
- Individual Sales Training ✓
- Team Building Training ✓
- Resume Recruiting Training ✓
- Business Solutions Training ✓
- Small Business Plan Training ✓
- Financial Freedom Bootcamp 2023

LegalShield Stats

Performance Club Points:	165
Personal Premium MTD	\$15
Organization Premium MTD	\$30
Organization Premium ITD	\$1013
Personal Recruits MTD	0
Organization Recruits MTD	0
Personal Retention	100%
Organization Retention	83.14%
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](#)

Our weekly Team Zoom Call is held every Monday morning at 9:00 am CT. This 60 minute training is highly recommend for all associates. This call is packed full of training, recognition, and motivation to help you grow your LegalShield business. To join the Zoom go to www.stwzoom.com

Date	Topic	Watch	Download
October 09, 2023	Developing a Daily Routine for Success		
October 02, 2023	Understanding the True Scope of this Opportunity		
September 25, 2023	Success Tips from Team Members and Different Ways to PC Qualify		
September 18, 2023	Developing the Daily Routines Required for Success		
September 11, 2023	The 3 Stages of Membership Sales by Mike Riches		
September 05, 2023	Using Company Incentives to Grow Your Team		
August 28, 2023	Managing Tasks by Chris Shepard		
August 21, 2023	Using the New My Prospect List Tool; Event Recaps		
August 14, 2023	Success Principles by Darin Kidd		
August 07, 2023	Financial Freedom Boot Camp Re-Cap		
July 31, 2023	10 Core Commitments by Tami Martin		
July 24, 2023	How to Qualify for the PC Trip to Jamaica		
July 17, 2023	Identifying Personality Types in Recruiting & Sales by Chris Shepard		
July 10, 2023	Frequently Asked Questions by New Associates		
July 03, 2023	Developing Consistency in your Business by Daniel Mendoza		
June 26, 2023	Getting Your Associates Started Right by Chris Shepard		

Recognition

MANAGER

Business Solutions

- Business Solutions Training
- Business Solutions Orientation
- Webinar Training Archives
- Additional B2B Training
- Solutions Expo Trainings
- Request Quote for B2B Leads
- B2B Documents
- Privacy Rights Website
- LegalShield at Work Website
- Business Solutions Facebook Group
- Small Business Support Facebook Page
- Check Group Availability

Recruiting Resources

- Team Building Training
- Resume Recruiting Training
- CareerBuilder Training
- Zoom Meeting Archives
- Order Recognition Plaques
- Team Docs
- Recruiting Ads

Popular Links

- Team Docs
- Performance Club Information
- LegalShield Communication Show
- Member Perks
- Membership Attribution Request Form
- LegalShield Associate Perks
- Success Team Facebook Page
- LS Engage
- LegalShield Calendar
- The LegalShield Store
- Provider Law Firm Directory
- Fast Start Training Registration Page
- Join our Success Team Slack Group
- Performance Club Leaderboard

Personal Development

- Book of the Month Archives
- Personal Development Videos
- Personal Development Audios
- Personal Development Books
- Sales Training Videos
- Sales Training Books
- Leadership Books
- Leadership Videos
- Recommended Website Links
- Recommend Your Favorites

My Support Team

- My Sponsor is: **Mark Riches**



TEAM MANAGEMENT SYSTEM

Welcome Mark Riches
Associate Number: 128445269

	Active Leads	Opportunity Website Views	Evaluation	Guest Accounts	Guests Completed Training	Guests Interviewed			
Personal Production	250186	12266	1072	2	27	9	1733	454	15

Remember... The FORTUNE is in the FOLLOW-UP!



Search here...

SEARCH

Dashboard

Add Prospects

View Prospects

View Guests

View Associates

Team View

Leader List

Reports

Resources

Resumes

Task Manager

View Prospects

View All Prospects

View Prospects in Lead Status

View Prospects in Engaged Status

View Prospects with Guest Accounts

View Prospects in Inactive Status

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



CONTACT MANAGEMENT SYSTEM

Welcome Mark Ricles
128445269

Business Leads
293

Membership Leads
1

Qualified Leads
356

Initial Contacts
6

DM Meetings
3

Active Groups
138

Members
1733

- Dashboard**
- Add Contacts**
- View Contacts**
- Members**
- Task Manager**
- Reports**
- Resources**
- Logout**



Company Name

Search here...

SEARCH

CMS

[View Contacts in Lead Status](#)

[View Contacts in Qualified Lead Status](#)

[View Contacts in Initial Contact Status](#)

[View Active Groups](#)

[View Contacts in DM Meeting Status](#)

[View Inactive Contacts](#)

[View Membership Leads](#)

[View Active Members](#)

3 Trade Secrets for Building a LegalShield Team

- 1. Company Orientation Videos**
- 2. Launching Your Business Training**
- 3. Success Team Website & Community**





TEAM BUILDING TRAINING

October 12, 2023