



TEAM BUILDING TRAINING

September 30, 2022



ONE TEAM ONE DREAM

BUILDING TOGETHER BECOMING STRONGER



**WHAT HAVE WE
DONE SINCE JUNE 1?**



**ONE TEAM
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Advanced Commissions From Your First Sale!



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Lowered Retention Requirement For PC Check From 67%, Down to 65%

Increased Associate Attribution Time to 6 Months

Added Recruiting Back to Performance Club (PC Pro)



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We Are Continuing to Simplify All Our Systems



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ANNOUNCEMENT #1



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Residual Income

10% One-Time Residuals Start Next Month!



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In October 2021 We
Announced Residuals
Will Be Paid for 20 Years



Residual Income Will Be Paid For the Life of the Membership!



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ANNOUNCEMENT #2



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Platinum ED Requirements



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Platinum ED Requirements:

- Premium Will No Longer Be Required!
- All You Need Are 4 ED Legs!*

*See compensation plan for full ED requirements



ANNOUNCEMENT #3



We Want More Sr. Directors and Executive Directors!



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Starting October 1st:

- The Organizational Premium Requirement for Sr. Director Will Be \$700!
- The Organizational Premium Requirement for Executive Director Will Be \$1400!

*See compensation plan for full ED requirements



ANNOUNCEMENT #4



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All-New Fast Start and Manager Program



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How to Fast Start Qualify Now:

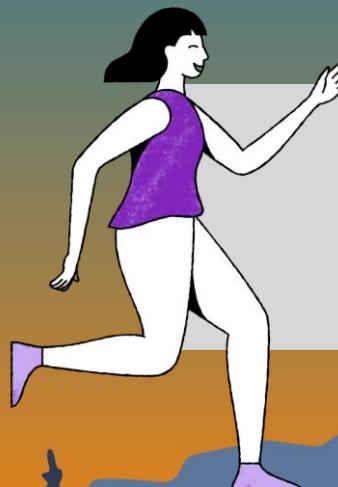
\$120 Premium + 1 Recruit
or \$180 Premium



Advance to Sr. Associate

Day 1

New Associate



3 + 1 – OR – 5

new
members

recruit w/
membership

new
members

Day 20

Senior Associate



*See flier for full requirements

Fast Start Bonuses



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Fast Start Bonuses:

- Reward New Associate / Sponsor
- Reward Leaders Who Are Builders
- Create Recruiting Momentum
- Support New Associates to Launch Biz
- Create a Duplicating Success System

NEW Fast Start Bonuses:

- To Qualifying Associate - \$100
- To Upline Sponsor - \$100
- To Upline Sr. Director - \$200
- To Upline Executive Director - \$200

*See flier for full requirements



How to Go Manager Now:

\$500 Org Premium + 4 Recruits
or \$500 Personal Premium

Advance to Manager



3 + \$300 – OR – \$500

frontline legs w/
memberships organizational
premium personal
premium

*See flier for full requirements



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Manager Bonuses:

- Reward New Associate / Sponsor
- Reward Leaders Who Are Builders
- Create a “Core Rank” Manager Factory
- Clear path to the \$50K, \$100K Ring
- Massive Recruiting Momentum

NEW Manager Bonuses:

- To Qualifying Associate - \$200
- To Upline Sponsor - \$200
- To Upline Sr. Director - \$400
- To Upline Executive Director - \$400

*See flier for full requirements



Personally Sponsor
New Associate as an ED

\$1,500 in Bonuses Available



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\$1,500 in Bonuses Available:

\$100 Fast Start Sponsor Bonus

\$200 Sr. Director Bonus

\$200 ED Bonus

= **\$500** TOTAL

\$200 Manager Sponsor Bonus

\$400 Sr. Director Bonus

\$400 ED Bonus

= **\$1,000** TOTAL

Additional Platinum ED Bonus:

New Fast Start Qualifiers - \$100
New Manager (45 Days) - \$200



FSQ AND ATM BONUSES

LEVEL	FSQ	ATM
NEW ASSOCIATE	\$100	\$200
SPONSOR	\$100	\$200
SR. DIRECTOR	\$200	\$400
EXECUTIVE DIRECTOR	\$200	\$400
PLATINUM	\$100	\$200

All Fast Start and Manager
Bonuses Now Have a
65% Organizational
Retention Requirement

How We Will Transition:

- New FSQ / Manager Qualifications Start Today!
- New FSQ / Manager Bonus Structure Starts Today!
- All Associates recruited today are under the new structure!

How We Will Transition:

- All Associates within their first 20 days will still receive the \$300 bonus as originally promised
AND the new bonus structure will pay out!

How We Will Transition:

- All Associates within their first 45 days will still receive the \$700 bonus (sponsor \$300) as originally promised **AND** the new bonus structure will pay out!

Income Examples



Personally Sponsor New Associate as a Sr. Director:

\$100 Fast Start Sponsor Bonus

\$200 Sr. Director Bonus

\$200 Manager Sponsor Bonus

\$400 Sr. Director Bonus

\$1,100 Approximate Overrides

= **\$2,000** TOTAL

Example Based on \$64.90 Plans



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Personally Sponsor New Associate as an ED:

\$100 Fast Start Sponsor Bonus

\$400 Sr. Director & ED Bonus

\$200 Manager Sponsor Bonus

\$800 Sr. Director & ED Bonus

\$1,500 Approximate Overrides

= **\$3,000** TOTAL

Example Based on \$64.90 Plans



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Sponsor 3 Associates (3 FSQ & 2 Manager) ED Level:

\$1,000 Fast Start Associate

\$3,000 Manager #1

\$3,000 Manager #2

= **\$7,000** TOTAL

Example Based on \$64.90 Plans



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Sponsor 3 Associates (3 FSQ & 2 Manager) ED Level PLUS have 6 FSQ / 2 Managers in Your Organization

\$7,000 3 FSQ / 2 Manager (Personal)

\$2,400 6 Org FSQ

\$1,600 2 Org Managers

= **\$11,000** TOTAL

Example Based on \$64.90 Plans



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Create a Winning Strategy:

- Build Recruiting Momentum
- Increase Fast Start and Manager Qualifiers
- Align Goals of New Associate/Sponsor/Leadership
- Increase Incomes for Team Builders
- Create a “Roadmap to the Ring”

This is a general overview of the legal plan coverage available from Pre-Paid Legal Services, Inc. d/b/a LegalShield (“LegalShield”) for illustration purposes only. Trial defense is not available in all states. See a legal plan contract for specific state of residence for complete terms, coverage, amounts and conditions. The business opportunity information is for use by LegalShield, its affiliates and its independent associates. No guarantee or promise of increased income or business is implied. Individual results and success as an independent sales associate depends on individual effort and abilities. For statistics on actual earnings, please review the income disclosure statement available at www.wearelegalshield.com/income-disclosure. IDShield is a product of LegalShield. LegalShield provides access to identity theft protection and restoration services. IDShield plans are available at individual or family rates. A family plan covers the named member, named member's spouse or domestic partner and up to 10 dependent children under the age of 18. Certain benefits are only available with a 3Bureau Plan. For complete terms, coverage, and conditions, please see an identity theft plan. All Licensed Private Investigators are licensed in the state of Oklahoma. An Identity Fraud Protection Plan (“Plan”) is issued through a nationally recognized carrier. LegalShield/IDShield is not an insurance carrier. This covers certain identity fraud expenses and legal costs as a result of a covered identity fraud event. See a Plan for complete terms, coverage, conditions, limitations, and family members who are eligible under the Plan.





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BUILDING TOGETHER  BECOMING STRONGER



Mike Riches

*Executive Director
Millionaire Club Member
\$300k Ring Earner
Arkansas*





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





Chris Corley, PhD

*Executive Director
Top Recruiter & Team Builder
Tennessee*





Chris Shepard

*Bronze Executive Director
Top Recruiter & Team Builder
Colorado*



Ed & JoAnna Kromer

*Executive Directors
Top Recruiters & Team Builders
Arizona*



Venus Powers

*Director
Top Recruiter
South Carolina*



4 Ways You Get Paid

1. Commissions
2. Overrides
3. Residuals
4. Bonuses



PERSONAL PLAN COMMISSIONS

Commission Level	Combo Plans		LegalShield		IDShield Only	
	Family	Individual	Family or Ind.	Family	Individual	
Commission Level	\$64.90 <small>\$29.95 LegalShield \$34.95 IDShield</small>	\$49.90 <small>\$29.95 LegalShield \$19.95 IDShield</small>	\$29.95	\$34.95	\$19.95	
EXECUTIVE DIRECTOR <small>\$1400 in Monthly Organizational Premium</small>	\$370.00	\$284.48	\$170.75	\$199.25	\$113.74	
SR. DIRECTOR <small>\$700 in Monthly Organizational Premium</small>	\$295.00	\$226.82	\$136.14	\$158.86	\$90.68	
DIRECTOR <small>\$4000 in Organizational Premium</small>	\$220.00	\$169.15	\$101.53	\$118.47	\$67.63	
SR. MANAGER <small>\$2000 in Organizational Premium</small>	\$160.00	\$123.02	\$73.84	\$86.16	\$49.18	
MANAGER <small>Recruit 3 associates and have \$300 in Organizational Premium</small>	\$120.00	\$92.27	\$55.38	\$64.62	\$36.89	
SR. ASSOCIATE <small>Enroll 3 Customers and Recruit 1 Associate</small>	\$90.00	\$69.20	\$41.53	\$48.47	\$27.67	
ASSOCIATE <small>Welcome to the Team!</small>	\$70.00	\$53.82	\$32.30	\$37.70	\$21.52	

Note: This is a compensation plan summary. Please see complete details of renewals, overrides, etc. at www.lsengage.com Revised 10/1/22



SYSTEM UPDATES

System Updates

- Effective in October our Monday morning call will be a Zoom call.
www.stwzoom.com



Team Events & Important Numbers

Daily Team Meet & Greet

Every Weekday M-F at 5:00 PM CT

This is an opportunity for you and your prospects to meet our team leaders and hear success stories from other associates. Just go to www.stwzoom.com.

Weekly Team Training

Every Monday at 9:00 AM CT

This is our weekly team call and all associates are highly encouraged to attend. This call is packed full of training, recognition, and motivation. Just go to www.stwzoom.com

Weekly Team Building Training Zoom

Every Friday at 9:00 AM CT

This weekly Zoom is great for any associates focused on building a team. Just go to www.stwzoom.com

Weekly Fast Start Training

Every Thursday at 7:00 PM CT

This Zoom is great for new associates that have not yet advanced to Sr. Associate and attendance is required in order to earn a bonus. Just go to www.stwzoom.com.

- ◆ To join our FREE text alert service, text the word **SUCCESS** to (833)366-6679.
- ◆ To access your Success Team back office, go to www.stw.team and go to the Associate Access area.
- ◆ For questions related to the processing of memberships and commissions, contact LegalShield Associate Services at (580)436-7424; or email associateservices@legalsield.com.
- ◆ For questions regarding your own LegalShield membership, contact Member Services at (800)654-7757; or email memberservices@legalsield.com

www.SuccessTeamWorld.com

Associate Access



Getting Started Docs

Welcome to the Quick Access Page! Listed below is everything you need to launch your LegalShield business and start earning commissions.



1. Your LegalShield Associate Number is:
2. Your LegalShield Membership Number is: [Get the LegalShield App here.](#)
3. Your IDShield Membership Number is: [Get the IDShield App here.](#)
4. To activate your LegalShield and IDShield memberships go to [accounts.legalshield.com](#) and select Activate Account.

5. Your back office website is [www.lsengage.com](#)

Username: Password: [\(Show Password \)](#)

You can use this website to check on membership processing, commissions, reports, and download documents

6. Join our Teams Free Text Alert service, so you can receive reminders of our team webinars and zoom calls. [Join Now.](#)

7. Upload your picture under the Account Settings so it shows your picture on all of your exposure websites [Upload your photo now.](#)

Congratulations! You have completed this step.

8. There are several zoom meetings available each week to help you grow your PPLSI business. Download this document so you have a handy list of the Daily/Weekly events. [Download the Team Events and Important Numbers Document](#)

9. You can attend a virtual Fast Start Training Class with one of our Executive Directors. This class is FREE to all associates and will give you all the information you need to get Fast Start Qualified and earn your first promotion and bonus. We do a Fast Start Training every Thursday at 7:00 PM CT. You can attend the class via Zoom. Register for the Class Now. **Congratulations! You have completed this step.**

10. Complete your Warm Market List [here](#).

11. The following states require a license to sell the LegalShield plan (AR, AK, MA, ND, NJ, SC, VA). Note: The IDShield plan can be marketed in any state without a license. To begin the license process go to [www.lsengage.com](#) and under the Resources section go to "Corporate Forms & Licensing" and scroll to the bottom to find your state.

12. Contact Your Support Team.

System Updates

- Effective in October our Monday morning call will be a Zoom call.
www.stwzoom.com
- Updated comp plan sheet.



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www.stwzoom.com
- Updated comp plan sheet.
- Added Sales Master Classes to the Individual Sales Training.

		Length	Watch	Listen	Download	Completed
	Where to Find Prospects	22:48				<input checked="" type="checkbox"/>
	Membership Overview	10:28				<input checked="" type="checkbox"/>
	LegalShield & IDShield Short Overview	2:05				<input checked="" type="checkbox"/>
	Sample Membership Presentation	20:59				<input checked="" type="checkbox"/>
	LegalShield & IDShield 2021 Product Overview	3:41				<input type="checkbox"/>
	How to Use your Membership Exposure Website	5:53				<input type="checkbox"/>
	LegalShield Product Overview	50:52				<input type="checkbox"/>
	IDShield Product Overview	37:21				<input type="checkbox"/>
	Obtaining Referrals by Mark Riches	13:06				<input checked="" type="checkbox"/>
	Success Training by Dave Savula	1:09:58				<input checked="" type="checkbox"/>
	Sales Master Class - LegalShield Product	1:01:27				<input type="checkbox"/>
	Sales Master Class - IDShield Product	51:11				<input type="checkbox"/>
	Sales Master Class - Small Business Plan	1:32:46				<input type="checkbox"/>

System Updates

- Effective in October our Monday morning call will be a Zoom call.
www.stwzoom.com
- Updated comp plan sheet.
- Added Sales Master Classes to the Individual Sales Training.
- New PC Scrolling Banner

Performance Club

**Congratulations to our team members who
have PC Qualified this month!**

JOHN FEHRENBACH: 675
MELONY KNAB: 655
ED & JOANNA KROMER: 570
RENEE MCKNIGHT: 520
ROSE BARKER: 469
CHRIS SHEPARD: 460
BRANDY SINGLETARY: 445
AMBER KROMER-MARQUEZ: 430
NIKOLAS WIENEKE: 425
STELLA PETROCHILOS: 425
MIKE RICHES: 419
KAMERANE GATLIN: 405
TAYLOR LEDLIE: 390
CHARLENE GIBBINS: 375
DESIREE JOHNSON: 375

Performance Club



Performance Club

Get Qualified!



Performance Club is the longest running incentive in PPLSI's history, and it just got better!

Performance Club

\$100 Total Monthly Premium required to qualify

Performance Club	Bonus
Months 3-11	\$50
Months 12-23	\$100
Months 24+	\$150



Performance Club Pro

\$200 Total Monthly Premium required to qualify, OR
\$150 Total Monthly Premium + 1 New Recruit, OR
\$100 Total Monthly + 2 New Recruits

Performance Club Pro	Bonus
Months 3-11	\$150
Months 12-23	\$300
Months 24+	\$500



Associates with a minimum of \$100 or more in personal premium for the month, will receive \$50 premium credit for each new recruit with a membership (max credit is for 2 recruits).

Qualifiers must meet minimum personal retention of 65% or higher to be bonus eligible.

Power Team Senior Directors: Help your team grow with a focus on Power Team Recruiting & get rewarded!

Power Team Recruits	Additional Bonus
5-9	1.25X
10+	2X

For example, an associate who has PC Pro Qualified for 24+ months and has 10 Power Team Recruits would earn a \$1,000 bonus.

September Incentives

All associates who
FSQ in September
receive an additional
\$100 and so does
the sponsor!



Business Solutions 4th Quarter Kickoff

Today at 10:00 am - 4:00 pm CT

Register at:

www.pplsi2022.com

“One Team, One Dream” PPLSI Leadership Show

**Saturday, October 1st
11:00 am - 3:00 pm CT**

www.livestream.com/legalshield/ls

Team Meet & Greet

Every Weekday at 5:00 PM CT

www.STWzoom.com





TEAM BUILDING TRAINING

September 30, 2022