

Congratulations on your decision to become part of the LegalShield Family.

This document was created to be your blueprint for success during your first
24 to 72 hours in business.

Step #1 - Know Your “Why”

Why did you join LegalShield? If you had all the money you could ever need, what kind of lifestyle would you create for yourself? What are some of your dreams, goals and desires for the future? Take a minute to write it down now!

Also, visit www.GoalsMadeSimple.com to access some great free goal setting tools!

Step #2 - Download the App!

GWPCONnect is free mobile app for your smart-phone or tablet. It's a complete system to collect, expose and follow-up with your warm market prospects while you're on the go. It is a revolutionary way to leverage the high touch of networking, with the high tech of internet marketing. Download the app and begin inputting the names and email addresses of your warm market contacts **RIGHT NOW!**

You can go to www.GWPCONnect.com on your computer OR type in “RapidFunnel” in the app store and download and open the free app. Click on the blue link “create an account” (group code: gwpcconnect).



Step #3 - Create Your List

Write down 10 names for each of the categories listed below. With this list we're going to help you get Fast Start Qualified!

Name

Phone Number

Family and Friends

1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

Professionals

1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

Step #3 - Create Your List (Cont.)

Write down 10 names for each of the categories listed below. With this list we're going to help you get Fast Start Qualified!

Name

Phone Number

Business Owners

1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

Out of State

1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____

Step #4 - Launching Your LegalShield Business

There are two simple, proven ways to get off to a great start.

1. Introduce your prospects to LegalShield via GWPCConnect
2. Invite some friends to your launch party, your grand opening only happens once!

Launch Party Date: _____ Time: _____

Decide which campaign category would be appropriate in GWPCConnect for each contact (your sponsor & support team can help with this). Additionally identify who you would like to invite to your launch party.

Look through the script and review it a few times with your sponsor or trainer before making calls to let the contacts know that you will be sending over information to review.

Sample Script of Invitation to review an email:

Hi _____, this is _____. How are you? Great. Glad I caught you, do you have a minute? Great, I just wanted to reach out quickly and let you know that I just started working with a new company, I'm really excited about it, and I wanted to send a little bit of information over to you, I realize it may not be a fit for you but certainly wanted you to know what I was doing. The company has a fantastic service and if nothing else you may be able to help me with some referrals. If I sent you over an e-mail would you take a few minutes to look it over?

Finish the call, enter them into GWP CONNECT (choose the campaign) and let the system start creating the awareness for you while you move onto your next contact!

Sample Script to invite to your Launch Party:

Hi _____, this is _____ How are you? Good to hear, Glad I caught you, do you have a minute? Great, I wanted to ask you a favor, any chance you could get free on Thursday night for about an hour? If they say Yes or What for? Continue on / (if no refer to script above) The reason I ask is I have been looking for a way to (Your Story) *example: I have been looking at some different businesses and a way to free up some of my time. It seems like I'm always trading time for money and haven't found a way to spend enough time with the kids.* Long story short, I am working with a 40 year old company that is having some serious growth in the legal and ID Theft arena, I am excited about the venture and am having a launch party for my new business and wanted to get you some information. So first of all I will send you over an e-mail with a 10 minute video. Would you take a look at it for me? I realize it may not be a fit for you but really wanted you to know what I was doing. The company has a fantastic service and a really great business model. I will get the email over to you in a few minutes and certainly appreciate you taking the time on Thursday if you could make it work. How does it look for you? _____ (thank them and promote the Launch Party and confirm as to whether they would be willing to help you out by attending your event.)

Finish the call, enter them into GWP CONNECT (choose the campaign) and let the system start creating the awareness for you while you move onto your next contact!

Step #5 - Get Plugged In

We have an incredible support system. One of the most valuable resources for you is your **Weekly Training Call**. Join in each week to hear valuable training & important announcements from the top income-earners in LegalShield!

Team Conference Call Info:

Number: _____

Pin Code: _____

Day: _____

Time: _____



Identify & connect with your support team. The people in your support team are there to help you succeed! They have a vested interest in your LegalShield business. It is important to know who these people are and how to reach them.

Take a minute to write down your team's contact information and then call and introduce yourself!

Your Sponsor

Name: _____

Email: _____

Phone: _____

Power 20

Name: _____

Email: _____

Phone: _____

Your Exec. Director

Name: _____

Email: _____

Phone: _____

Another important piece of our proven success system is attending a Weekly Business Briefing and participating in your Local & Regional Trainings. Ask someone in your support team for the following information so you can start attending on a regular basis.

Weekly Briefing

Date: _____

Time: _____

Location: _____

Super Saturday

Date: _____

Time: _____

Location: _____

National Convention

Date: _____

Time: _____

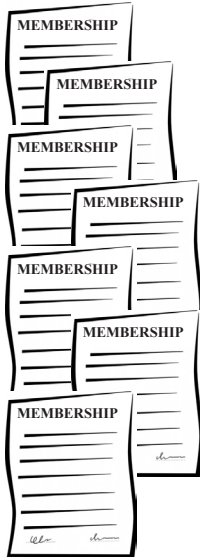
Location: _____

Step #6 - Get Fast Start Qualified

One powerful benefit of starting a LegalShield business is your ability to create immediate income and true leverage! Understanding the “Fast Start to Success” program is critical to creating leverage in your business. The FSTS Program offers cash bonuses as a reward for helping the members of your team succeed.

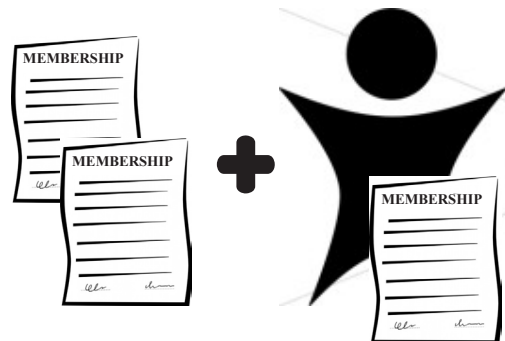
In order to take advantage of the advanced commission at the Associate level you must complete the following requirements in your first 20 days.

Sign-up 7 New Members



Sign-up 3 New Members and 1 New Associate

-OR-



Schedule Your Game Plan Interview:

Date: _____

Time: _____

Location: _____

Step #7 - Qualify for Performance Club

The Performance Club is an incentive program that rewards associates for consistent production. Rewards include team & corporate recognition, a monthly car bonus & an the possibility for an all-expense paid vacation for two! The most exciting part about Performance Club is that you can begin to qualify your first month in the business! Start working now, and soon LegalShield will be helping you drive a brand new BMW!

How To Qualify:

Simply earn 5 points in one month and your name will appear on the Performance Club List!

How To Earn Points:

Market A Membership = 1 point

Recruit A New Associate= 2 points

Help Your New Associate FSQ = 1 point

Rewards:

4 Months in a row = PCQ4LIFE Keychain

8 Months in a row = \$150 cash bonus

12 Months in a row = \$300 monthly cash bonus!

OR - \$500 toward the purchase or lease of a brand new BMW!



Building Your List

This is one of the most significant exercises in building a successful business.

We all know a certain group of people. The people we grew up with, our friends, people we work with or people we've simply come in contact with. This list of people can be the key to unlocking your successful future. You will want to make a list of as many people as possible. Don't get hung up on a specific number, but think as if you were getting paid by the name. Let's use \$100 a name. Now, how many people can you think of? As time goes by, you will constantly be adding to this list through referrals, new contacts, remembering old acquaintances, etc.

The following list should help "jog" your memory. Think carefully about each specific description listed and consider who you might know within each one. As you are doing this, be sure to think about those who are "local" to you and those who you would consider to be "long-distance". When you think of a name, enter it in the space provided.

It is very important not to PREJUDGE anyone while compiling this list. Don't worry about if you think they would do this or not. This exercise is meant to put everyone you know on paper and create a game plan to help them learn about LegalShield.

Memory Joggers

The Members of Your Own Family

- Father and Mother
- Father-In-Law and Mother-In-Law
- Grandparents
- Children
- Brothers and Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

Those Who Are Your Closest Friends And With Whom You Associate Regularly

- Friends and neighbors
- People you work with
- Church members
- Sunday school class members

People You Know Who Are Decision Makers

- Business owners
- Human Resources Directors
- Office managers

People You Know Who Are In Direct Sales

- Business/office machine salespeople
- Insurance salespeople
- Car salespeople

Those You Meet In Organizations Or Clubs

- Civic groups, Rotary, Exchange, Jaycees
- Political clubs
- Lodge, Elks, Moose, etc.
- Missionary societies, brotherhood groups
- Merchants or farm organizations
- School groups, boosters, alumni, PTA, etc.

Those You Have Been Associated With

- Schoolmates
- Former co-workers
- People in your home town
- Military cohorts

Those You Do Business With

- Doctor, lawyer, barber, merchants, grocer
- Gas station attendant, dry cleaner,
- Beauticians, jewelers, waiters/waitresses
- Anyone you do business with

List of Acquaintances Already Available

- Christmas card list
- Address book
- Day-Timer, planner
- List of fellow employees
- Church directory

Continue Building Your List

	Name	City, State	Phone Number
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____
9.	_____	_____	_____
10.	_____	_____	_____
11.	_____	_____	_____
12.	_____	_____	_____
13.	_____	_____	_____
14.	_____	_____	_____
15.	_____	_____	_____
16.	_____	_____	_____
17.	_____	_____	_____
18.	_____	_____	_____
19.	_____	_____	_____
20.	_____	_____	_____
21.	_____	_____	_____
22.	_____	_____	_____
23.	_____	_____	_____
24.	_____	_____	_____
25.	_____	_____	_____

New Associate Check List

1. Put your warm-market list together.
2. Download the GWP Connect Smart-Phone App and input your warm-market contacts.
3. Meet with sponsor for your game plan interview. Practice the script for setting appointments.
4. Schedule your Launch Party!
5. Get Fast Start Qualified.
6. Locate and attend your local business briefing. Schedule and attend your Basic Training class.
7. Use your LegalShield membership within 48 hours.
8. Be in the game a year from now!