

# **FOR EVERYONE THAT DESIRES MASSIVE SUCCESS IN THEIR LEGALSHIELD BUSINESS**

**DO YOU WANT TO BECOME AN EXECUTIVE DIRECTOR?  
DO YOU WANT RENEWAL INCOME TO GIVE YOU FLEXIBILITY & FREEDOM?  
IT ALL STARTS WITH...**

## **”LEADERSHIP”**

LEADERS Host, Attend, and Participate in all Events as if they were VERY OWN !

LEADERS are always working on themselves - i.e. PERSONAL DEVELOPMENT.

LEADERS ARE CONSISTANTLY RECRUITING – Wherever they are, whomever they’re with

LEADERS GET NEW PEOPLE STARTED RIGHT and treat new associates like family.

LEADERS Move Tools through their organization & market. *i.e. DVD’s, Personal Development, Book, etc.*

LEADERS USE the membership, and are always sharing the membership.

LEADERS are on all the COMMUNICATION SYSTEMS with the company, they are “PLUGGED IN”

LEADERS are constantly LEARNING, TEACHING, and ultimately TRAINING THE TRAINERS.

LEADERS know SUCCESS IN LEGALSHIELD IS NOT AN ACCIDENT!!!

\* It’s because they did exactly as other successful associates did, NO SHORTCUTS!!!

*~ Gene Leider ~ Platinum Executive Director - \$100K Ring Earner - Regional V.P. of Oregon*

## **THE TOP 25 KEY BELIEFS OF ALL SUCCESSFUL LEADERS:**

- 1. WHEN YOU CHANGE YOUR THINKING – YOU’LL CHANGE YOUR LIFE !!!**
2. We each have compelling reasons to be in, and stay in LS – We know our “Why”.
3. If others are doing it - We can too !
4. It is necessary to have & maintain a NAMES LIST. So we’re always making new friends.
5. We Share the business with everyone, and DO NOT pre-judge. “We don’t know - who they know.”
6. Building a team is the FOCUS, not selling – that’s secondary and will always happened naturally.
7. If we stop building & start managing, our business will go down.
8. Sponsoring is a process, not a sale – We’ll keep recruiting them, even after their signed up.
9. The FORTUNE IS IN THE FOLLOW-UP!
10. Timing is critical, “NO” only means, “NOT NOW”
11. Communication is KEY, with our prospects, our team, and the company.
12. We must BELIEVE this is a real business and profession, and treat it so !
13. There is no such thing as try – We must make it work – Our Families Future & Millions are at stake!
14. FAILURE IS NOT AN OPTION, only learning how to do it better.
15. THE PAST DOES NOT EQUAL THE FUTURE – WE CAN, AND WILL DO BETTER!
16. We Must Think Big & Dream Big, because “Dreams Never Dreamed – Never Come True.
17. THIS IS OUR BUSINESS! We take full responsibility and ownership of our business.
18. We RESPECT, APPRECIATE, AND VALUE the time of our support team (upline).
19. It’s “OK” our support team is making money, “It’s a Fair Exchange of Value for their time & efforts”
20. We Understand that people evolve at different paces, beliefs, and personal development.
21. THIRD PARTY – is the key to duplication nationwide, and several levels into our organization.
22. We must LEAD BY EXAMPLE! We cannot ask others to do what we have not. Monkey see, Monkey do!
23. Our BEHAVIOR will affect our TEAM, the ORGANIZATION, and OTHERS AROUND US.
24. We must always be a student of the business, and of life! We can always learn how to become better.
25. ALL SUCCESSFUL PEOPLE ENGAGE IN BEHAVIORS THAT CREATE AND INCREASE EMOTIONAL ENTHUSIASM, IE: Meetings, Trainings, DVD’s / CD’s, Conference Calls, etc. **In other words:**

**No one else is responsible for “pumping me up”, I am responsible for myself !!!**

***Make it a Successful Day ~ Because you can!!!***

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