

FIRST STEP

Launch Your LegalShield Business!

- STEP 1: GET STARTED**
 - Enroll as a LegalShield and IDShield Member
 - Enroll as an Associate
- STEP 2: GET CONNECTED & USE YOUR MEMBERSHIP**
 - Get ready to enroll members:
LoginName.WeAreLegalShield.com OR LoginName.LadiesofJustice.com
 - Download the Apps: LegalShield, IDShield, Prospect by LegalShield, LS Engage
 - Join the Facebook groups; LegalShield Associate Success, LegalShield Associate Support
 - Use MEMBERPerks to save money
 - Start your Will. Use your membership.
- STEP 3: MAKE YOUR LIST**
 - Use the Memory Jogger to create a list of prospects to share the membership and opportunity. Who can you invite from your cell phone contacts or Facebook friend list?
- STEP 4: INVITE TO LOOK**
 - Work with your sponsor to create a simple yet catchy invite; you want to pique their interest, not give a presentation. (Go to connect.legalshield.com/start for scripts)
 - Prospect by LegalShield Opportunity or Membership Video
 - Zoom Presentation
 - 2 on 1 Sit Down Presentation
 - Private Business Reception/Social Event
 - Private Business Overview (PBO) Video – LegalShield Success Channel
 - Live Business Presentations
- STEP 5: LIVE EVENTS**
 - Get connected and stay connected to your local events. Your sponsor can help you use www.LegalShieldCalendar.com for:
 - Local Business Briefings
 - Luncheons
 - Super Saturdays
- STEP 6: 3rd PARTY**
 - Set up 3-way calls with your sponsor to help answer questions, edify your decision to get started and help you enroll members and recruit associates.



FIRST STEP

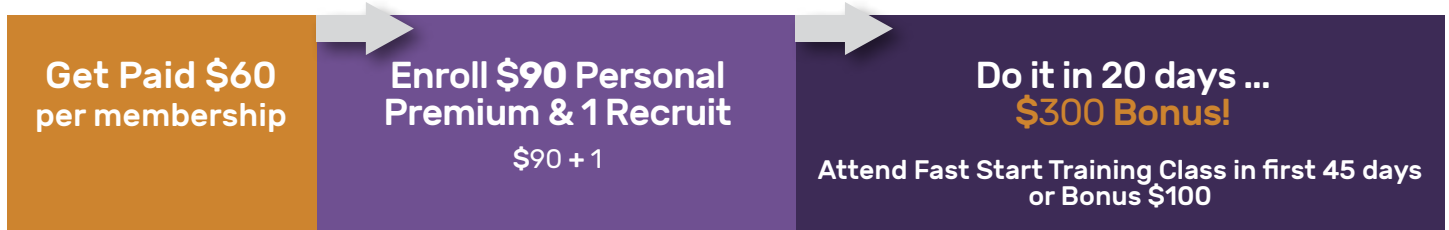


Why are you starting your LegalShield Business?

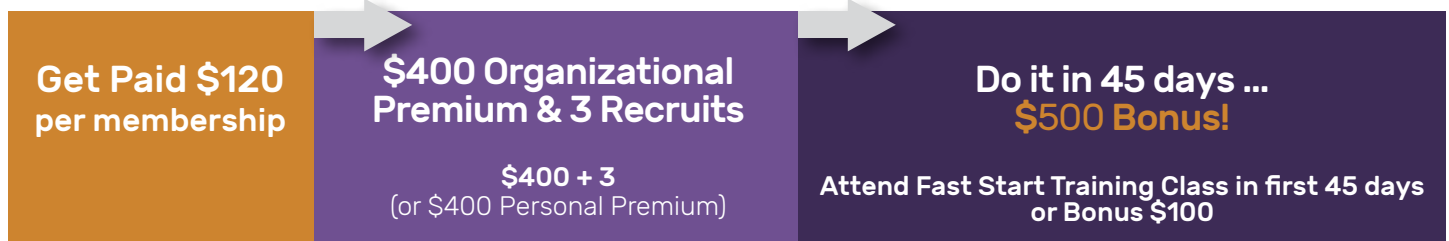
Fast Start Bonus Get started fast in your first 45 days!



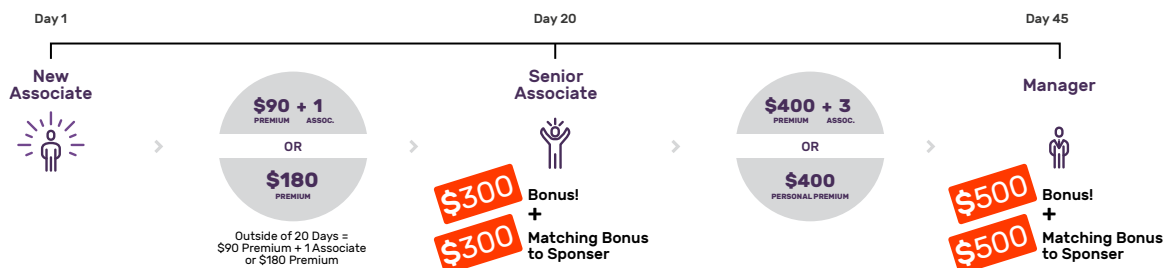
Step 1: Fast Start Qualify



Step 2: Go Manager



Step 3: Matching Bonuses



Commissions shown represent advances for the \$49.90 premium plan. Recruits must be Fast Start associates and pay current associate entry fee. LegalShield reserves the right, in its sole discretion, to amend this program or any part thereof at any time. Please refer to your Associate Agreement and Policies and Procedures on incentives, bonuses and compensation.

LegalShield makes no guarantee or promise of income or business as results are determined by the efforts of those individuals who market LegalShield plans as independent associates. For statistics on actual earnings please review the Income Disclosure Statement at opportunity.legalshield.com. Advanced commissions and bonuses will not be paid if prepaid credit card is used. Reinstated memberships under 5 years will not issue advanced commission or bonuses.



First Step Guide

To complete the Getting Started Right process, fill in this guide, then launch your LegalShield business and Fast Start Qualify to Senior Associate!



STEP 1: Watch the LevelUp123ABC Getting Started Video at AssociateStart.com.

Schedule your 20 minute Game Plan Interview (GPI) with your support team.

Date: _____ Time: _____

Write down your WHY for starting your LegalShield business: _____

STEP 2: Craft your story.

Work with your sponsor to to craft your simple yet catchy story. Use your story to pique their interest, then give an invitation, not give a presentation.

Your story is:

1. Your background.
2. What you don't like about it.
3. Why you got started in this business without mentioning what it is.
4. Why you are excited about your future.

STEP 3: Launch your business by scheduling your Private Business Reception (PBR), Private Conference Call (PCC), and/or Private Zoom Call (PZC).

Private Business Reception - Date: _____ Time: _____

Private Conference Call or Zoom: Date: _____ Time: _____

CONNECT: Team Pinnacle Facebook page: [facebook.com/groups/LegalShieldTeamPinnacle](https://www.facebook.com/groups/LegalShieldTeamPinnacle)
Team Text Reminder system: Text @LSpinnacle to the phone number 81010.

NEXT, Get plugged into events and get connected with your leaders.

Support team: _____
Senior Director Name & Number Executive Director Name & Number

Team Pinnacle Weekly Calls: Sundays at 9pmET dial 712-432-7608 pin 68851#

Mondays at 9pmET **Facebook Live:** www.facebook.com/groups/LegalShieldTeamPinnacle

Super Saturday: _____ Convention: _____

Weekly Briefing: _____ Fast Start Training: _____

PERFORMANCE CLUB, Get in Performance Club! Learn how at Connect.LegalShield.com/PC

LegalShield Home Office - 580-436-7424

Briefings & Trainings Calendar - www.LegalShieldCalendar.com

Private Business Overview (PBO) 20 minute video: www.WhatIsLS.com

Team Pinnacle Website: www.MyTeamPinnacle.com