



Getting Started Right: It's As Easy As 1-2-3



1. Make a list of your 10 closest contacts.

This list will be the people that always help you out (your mom, sister, best friend) – this is your “hot list” of contacts.

2. Send your scripts

Send this message to your top 10 prospects (those who are very familiar with you):

"Hey _____, I am starting a new business, and there's something I want to show you. I figure you may or may not be interested, but it will only take a few minutes. If I send you a 3-minute video, will you watch it for me? Text me back when you watch it. (PPLSIProtect.com)"

Send this message to other people on your list:

"_____, you may or may not be interested, but there's something I want to show you. It will only take a few minutes. If I send you a 3-minute video, will you watch it?"

If Yes:

- **For Membership** — send your prospect this link: PPLSIProtect.com
- **For Opportunity** — send your prospect this link: PPLSEmpower.com

3. Register for Fast Start training and follow up

To register for Fast Start training, [Click Here](#), select the session that works best for you, and then click "Register Now."

[Click Here](#) to learn more about how to register for Fast Start training. Once you've completed your Fast Start training, contact your sponsor to learn what happens next.

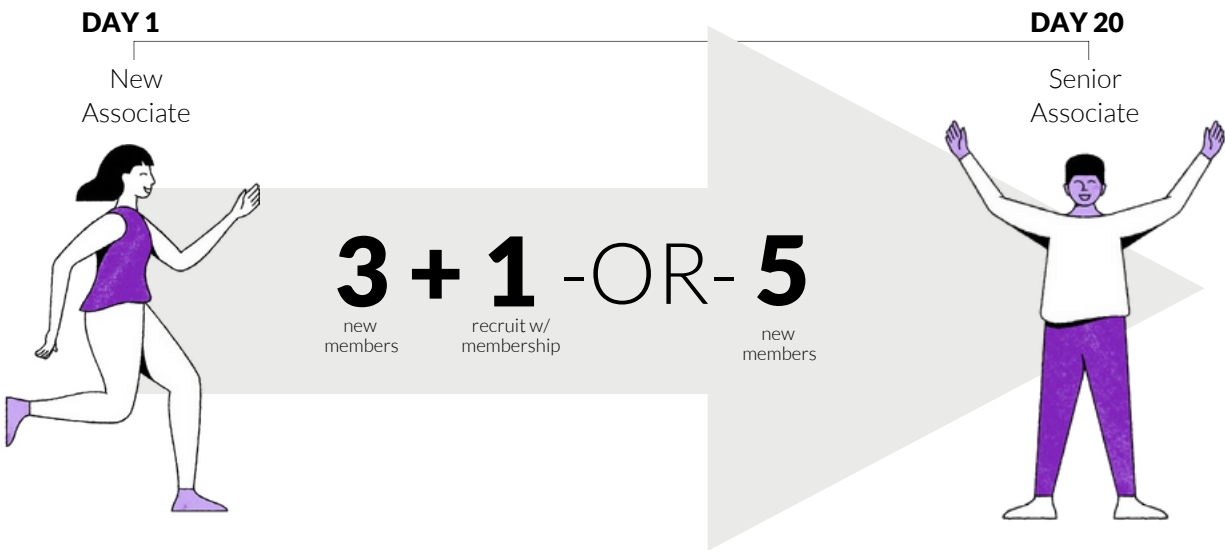


FASTSTARTSM

New Associates

Fast Start Qualify

when you attend a Fast Start Training and advance to Senior Associate in your first 20 days!



LEVEL ADVANCE	QUALIFIER BONUS	SPONSOR BONUS	UPLINE SR. DIRECTOR BONUS	UPLINE EXEC. DIRECTOR BONUS
Manager (45 Days)	\$200	\$200	\$400	\$400
Senior Associate (20 Days)	\$100 <small>+ Advanced Commissions</small>	\$100	\$200	\$200
Total Bonus Payout	\$300	\$300	\$600	\$600

All bonuses will be held for 5 business days once earned for a business review and be paid by commission adjustment.



LegalShield/IDShield

Fast Start New Associates: The Details

- All Fast Start associates still within their 20- or 45-day window will fall under the new Fast Start program effective September 28, 2022. Any activity prior to October 1, 2022 will be counted toward their advancement.
- Advance to Senior Associate requires 3 new members plus 1 recruit with a membership or 5 new members to be bonus eligible.
- A membership can be a legal or IDShield but must come from a new unique member. Existing members or those who upgrade will not count.
- A recruit must have or purchase a legal membership or IDShield in licensed states.
- Associates that advance to Senior Associate must attend a Fast Start Training class within their first 20 days to be bonus eligible.
- Associates that advance to Senior Associate, but do not attend a Fast Start Training class within their first 20 days will not be eligible to earn a bonus.
- To find a Fast Start Training, go to <https://legalshieldcalendar.com/> and enter "Fast Start" into the search bar. Select from one of the available trainings and click "Join Event."
- In order to receive credit for attending the class and be eligible for the bonus, you must stay online and engaged until the end. All associates will need to enter in their name and associate number into the zoom chat at the beginning and end of class to receive credit.
- All qualifying associates must have an active PPLSI Advantage subscription.
- The sponsor bonus is paid to the recruiting associate. This would be the sponsor unless the associate was placed under the sponsor. Then, the bonus would go to the placing associate.
- The upline Senior Director and Executive Director is determined at the time of recruitment (not qualification).
- All bonuses will be held for 5 business days once earned for a business review and bonuses can be held up to 60 days for retention review if cancels or precancels are higher than company average.
- New upline sponsors who do not have retention data for the previous month (due to their business being new) are subject to bonuses being held for a 60-day retention review.
- To receive any upline bonus, the associate must have a previous month-end organizational retention rate of 65% or higher.
- Associates with less than 12 months of retention data or associates with the majority of their business in the last three months will be evaluated for retention. The evaluation will be based on the company average for that time period and by the Business Health Index, which calculates future persistency based on associate data.
- For complete incentive guidelines, please [CLICK HERE](#).

By participating in any Pre-Paid Legal Services, Inc. ("PPLSI") incentive or bonus program and to receive benefits, cash or otherwise, the associate agrees to have his/her full name, associate title, level, or standing published and recognized in PPLSI marketing materials, whether oral, written or electronic. PPLSI reserves the right, in its sole discretion, to review all incentives and bonuses, business submitted or activity, and where necessary, in its sole discretion, delay or stop payment of any bonus, to chargeback bonuses when appropriate, and to amend or revoke this incentive, or any part thereof, at any time. Please refer to your Associate Agreement and Policies and Procedures for details on incentives, bonuses or compensation as the Associate Agreement and Policies and Procedures are the governing contract for all business between you and PPLSI. This incentive or bonus program is not a separate contract and 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 at opportunity.LegalShield.com.



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, what problems you had. Ask if they can relate ("me too").
3. Why you got started in this business without mentioning what it is.
4. Why you are excited about your future, Ask if they want to see the solution you found.

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

Private Zoom Call Date: _____ Time: _____

CONNECT: Team Pinnacle Facebook page: facebook.com/groups/LegalShieldTeamPinnacle

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 8pmET: **Pinnaclezoom.com**

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: newlaunchjoin.com

Team Pinnacle Website: www.MyTeamPinnacle.com