

CONGRATULATIONS!

You are a new ASSOCIATE!
Your Associate Number:

WELCOME TO THE TEAM!
GO TO:

associatestart.com

This is your working roadmap to whatever income levels you would like to accomplish.

GOAL: Climb to higher ranks in the commission structure to increase your earnings!

| Write down your WHY: | Money GOALS: 1st week: 1st month: 1st year: |
|---|---|
| Craft your STORY: 1. Your background: 2. Your problem(s): | Date IF you want to go FULL TIME: |
| (Ask if they can relate) 3. Your solution: STARTING YOUR BUSINESS! Ask if they want to see the solution you found. | Invest Time To Get A Big Return YEAR ONE YEAR TWO YEAR THREE YEAR FOUR YEAR FIVE TIME \$\$\$\$\$\$ |
| Support TEAM: Senior Director: Executive Director: | LAUNCH Presentation Date/Time: |

SENIOR ASSOCIATE

Start/Effective Date: _____ within 20 days by: _____ Your first 7 days are 100% focused on helping you GET PAID from LegalShield. FAST START QUALIFY - earn your first PROMOTION to SENIOR ASSOCIATE. **GOAL: 3 Membership sales PLUS one recruit OR 5 Membership sales Senior Associate** You **Membership** Membership **New Associate** with Membership **BONUS:** Rank up to Sr. Associate and take your Fast Start Training Class in the first 20 days and get a \$200 bonus!

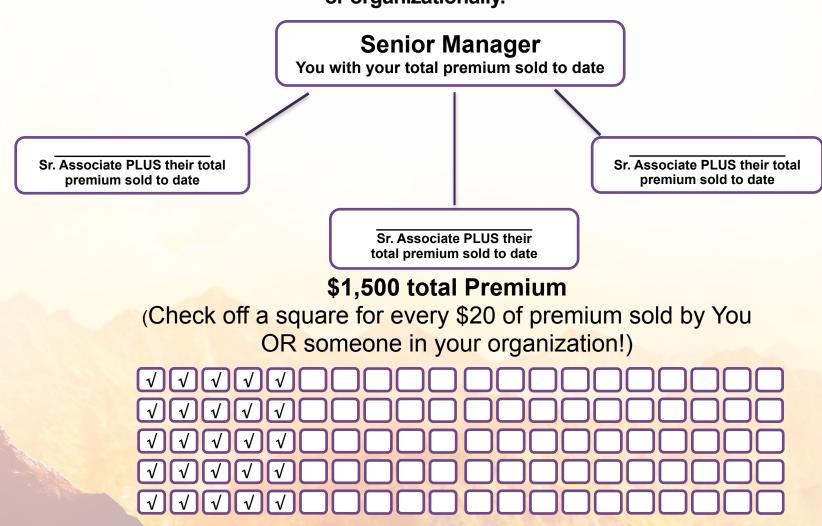
MANAGER

| | Start/Effective Date: | within 45 days b | y: |
|---|---------------------------------|-----------------------------------|---------------------------------|
| | GOAL: 3 Associates AN | D \$300 organizational or \$5 | 00 in personal premium |
| | | Manager You | |
| | | | |
| | Associate Example \$100 premium | Associate Example \$100 premium | Associate Example \$100 premium |
| 1 | | \$300 e for every \$10 of pren | |
| | OR: | someone on your tean | n) |
| | | | |
| | | | |
| | | | |
| | | BONUS: Take Fast S | tart Training and rank up to |

MANAGER within 45 days to earn a \$500 bonus!

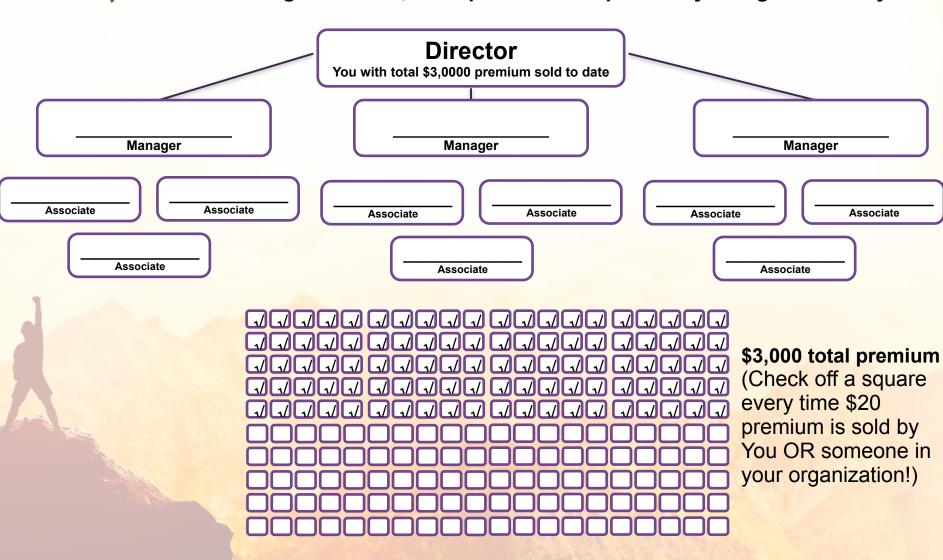
SENIOR MANAGER

GOAL: 3 Senior Associates AND \$1,500 in premium sold personally or organizationally.



DIRECTOR

GOAL: 3 Managers AND \$3,000 in premium sold personally or organizationally



BONUS: You have achieved the **TOP** permanent position in LegalShield!

SENIOR DIRECTOR (QUALIFY MONTHLY)

GOAL: To achieve Senior Director you must qualify as Director with \$3,000 in total premium sold with the proper structure, personally Performance Club Qualify and have \$700 in premium (not more than \$350 from any 1 leg) in a calendar month.

Senior Director

You

(Check off a square every time \$20 in premium is sold by you OR someone in your organization!)



BONUS: You receive a MASSIVE PAY RAISE at this level and are well on your way to earning \$3,000-\$5,000 per month PART-TIME!

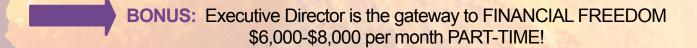
EXECUTIVE DIRECTOR (QUALIFY MONTHLY)

- **GOAL:** To achieve Executive Director you must:
 - 1. Qualify for Director
 - 2. Personally Performance Club Qualify; with
 - 3. \$1,400 in organizational premium with not more than \$700 from any one leg of business.

Executive Director You

\$1,400 in premium per calendar month

(Check off a square every time \$20 in premium is sold by you OR someone in your organization!)



CONGRATULATIONS on achieving Executive Director!!!

- Now you have one task and one task only!
 DUPLICATE your Success in Another Person on
 Your Team & HELP THEM BUILD INTO AN
 EXECUTIVE DIRECTOR ORGANIZATION. You
 are Building a TEAM of LEADERS who then
 DEVELOP MORE LEADERS!!!
- Stay in the Performance Club and teach EVERYONE on your team to do the same!
- Be sure they all have a copy of this document!
- NEXT STOP: PLATINUM WORLD!!!

Commissions (Based on \$64.90 Premium Plan)

| | Your Level | Personal Income | Team Override | |
|-----------------|---------------------|-----------------|--------------------------|-----------|
| | Executive Director* | \$370 | \$75 + | |
| | Senior Director* | \$295 | \$75 + | |
| | Director | \$220 | \$60 + | |
| Bonus | Senior Manager | \$160 | \$40 + | |
| \$500 (45 Days) | Manager | \$120 | \$30 + | |
| \$200 (20 Days) | Senior Associate | \$90 | \$20 | |
| | Associate | \$70 | *Based on Elite Level Co | mmissions |

\$300

PATHWAY TO PLATINUM 5 Phases of Growth

| PHASE 1 | PHASE 2 | PHASE 3 | PHASE 4 | PHASE 5 |
|--|--|--|---------------------------------------|--|
| Fast Start Qualify! | Performance Club | Go Manager | Executive Director | Platinum |
| 3 Memberships & 1 recruit or 5 Memberships FIRST 20 DAYS | \$150 in personal premium every month | 3 Associates and \$300 total premium | 12 Team Members who PCQ monthly | 1 Executive Director in 4 different lines of your organization |





Performance Club

When you consistently Performance Club qualify each month, you can earn more in bonuses, be recognized in the Performance Club Milestone program, and work toward earning the annual trip!



Qualify Monthly with 150 Points

| Every premium dollar* | 1 Point |
|---|-----------|
| Recruit New Associate with a Membership | 50 Points |
| New Recruit - Fast Start Qualifies | 50 Points |
| New Qualified Group Opened | 50 Points |



Monthly Bonuses

| 3 - 11 consecutive months qualified | \$200 bonus |
|--------------------------------------|-------------|
| 12 - 23 consecutive months qualified | \$300 bonus |
| 24 - 35 consecutive months qualified | \$400 bonus |
| 36+ consecutive months qualified | \$500 bonus |

PC Milestones

Successful Associates know being Performance Club Qualified each month is key!

Consistently PC qualify to earn branded swag, recognition on our monthly

Communication Show, crystal awards at the Legends level, and more.



Monthly bonuses require a personal retention of 65% or higher to pay out.



Annual Trips

Each year, LegalShield sends it's top Associates on an exclusive trip to fantastic destinations like Cancun, Hawaii, or the Bahamas! Maintain your monthly qualification and meet all other trip contest rules and you and a guest could join us!

*Excluding National Plan premium. See next page for full details.

LegalShiek

Team Pinnacle System

ALL Zooms are on PinnacleZoom.com
CODE: 1234

What is the "Weekly Team Zoom"?

Once a week, we have top leaders share updates, train on relevant topics, shares stories, showcase new success stories, and accelerate everyone'slearning and earning curves. Lasts one hour.

What is a "Fireside Chat"?

Top leaders will be on the Zoom to lead the conversations and share valuable insights. Feel free to share, ask questions, and bond with our teammates. This is a great part of our team culture. Develop lifelong friends, and gain access to more mentors. Highly interactive. Lasts one hour on Saturday mornings.

Team Pinnacle Fast Start Classes

TheAppLaunch.com — Monday 8pmET & Saturday 11amET

All times in yellow are Eastern Time. Pacific time is 3 hours earlier.

5pmPT

8amPT

<u>Sun</u>

MON

TUES

WED

THURS

FR

<u>sat</u>

7PM – Presentation 8PM – Team Zoom 8PM – Presentation

8PM - Presentation

8PM - Presentation

8PM – Presentation

8PM - Presentation

10AM – Fireside Chat 8PM – Presentation