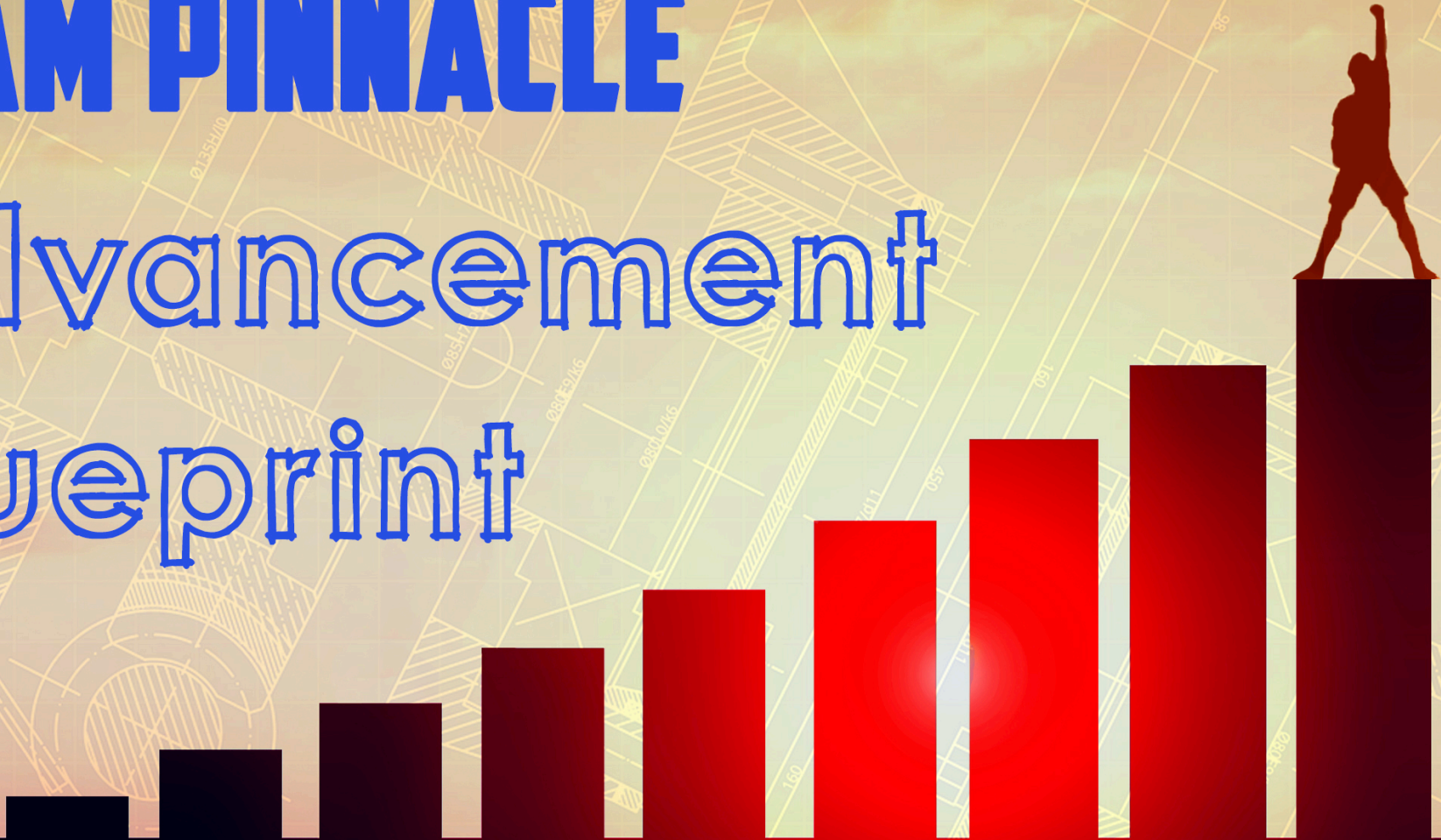


# TEAM PINNACLE

## Advancement

## Blueprint



# CONGRATULATIONS!

You are a new ASSOCIATE!

Your Associate Number:

---

WELCOME TO THE TEAM!

GO TO:

[associatstart.com](http://associatstart.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**:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Craft your **STORY**:

1. Your background: \_\_\_\_\_

2. Your problem(s): \_\_\_\_\_

(Ask if they can relate)

3. Your solution: **STARTING YOUR BUSINESS!**

Ask if they want to see the solution you found.

**SUPPORT TEAM:**

Senior Director: \_\_\_\_\_

Executive Director: \_\_\_\_\_

Money **GOALS**:

1st week: \_\_\_\_\_

1st month: \_\_\_\_\_

1st year: \_\_\_\_\_

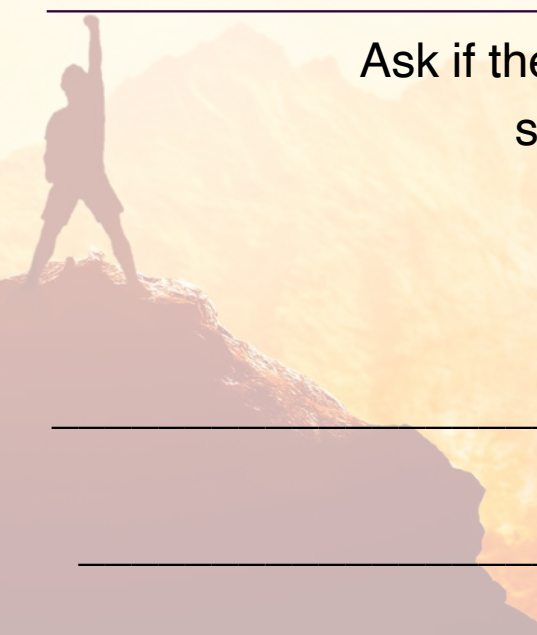
Date **IF** you want to go FULL TIME:

\_\_\_\_\_



**LAUNCH Presentation Date/Time:** \_\_\_\_\_

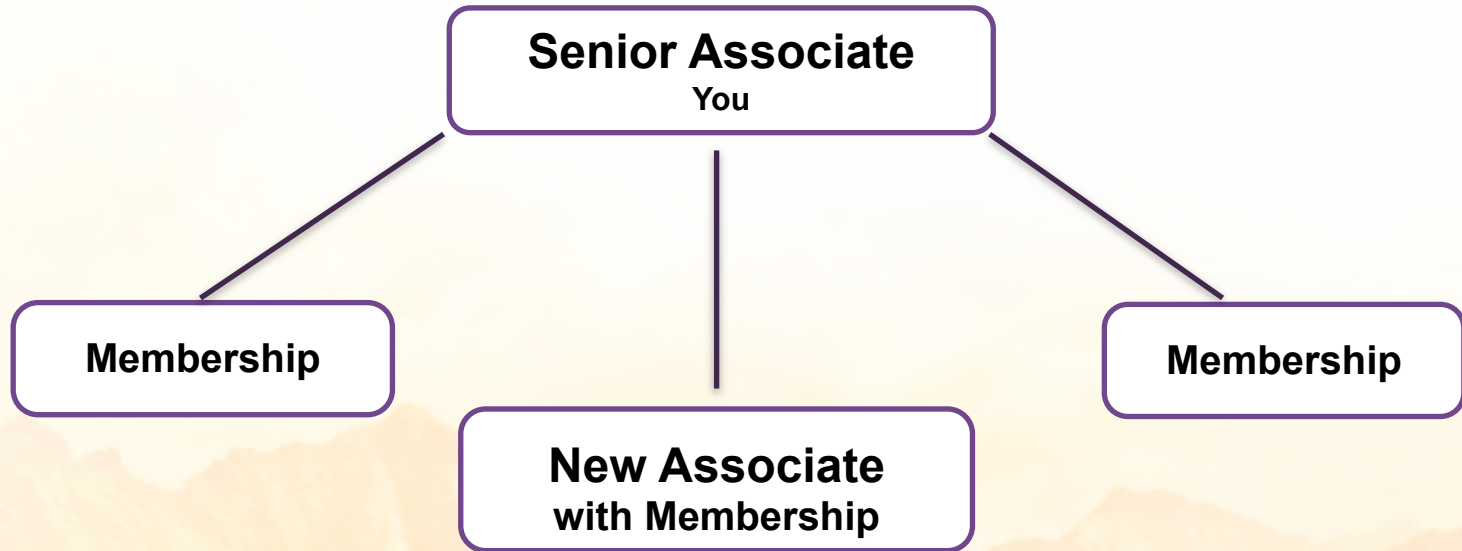
**Place:** \_\_\_\_\_



# 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

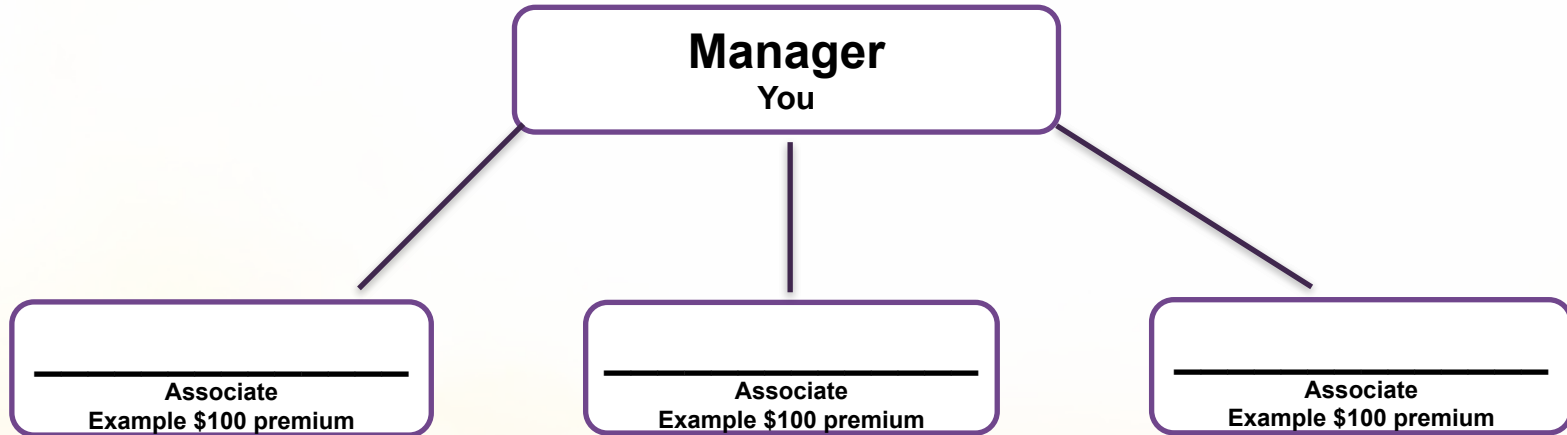


- ➔ **BONUS:** Rank up to Sr. Associate and take your Fast Start Training Class in the first 20 days and get a \$200 bonus!

# MANAGER

Start/Effective Date: \_\_\_\_\_ within 45 days by : \_\_\_\_\_

➔ **GOAL:** 3 Associates AND \$300 organizational or \$500 in personal premium



**\$300**

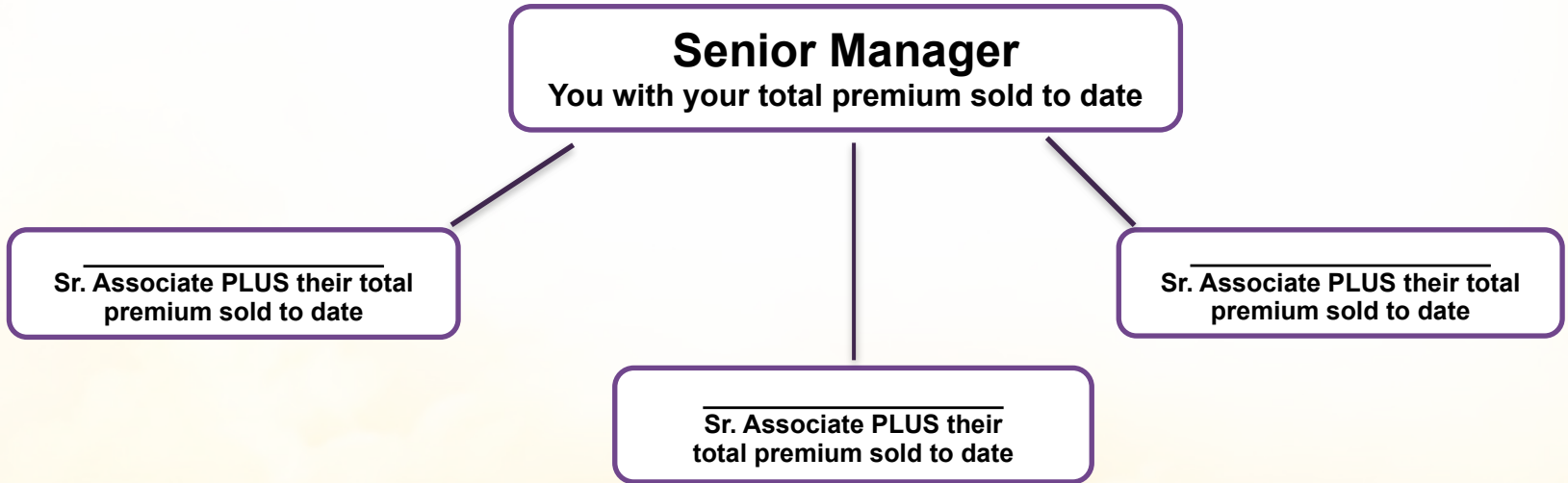
(Check off a square for every \$10 of premium sold by you  
OR someone on your team)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

➔ **BONUS:** Take Fast Start Training and rank up to **MANAGER** within 45 days to earn a \$500 bonus!

# SENIOR MANAGER

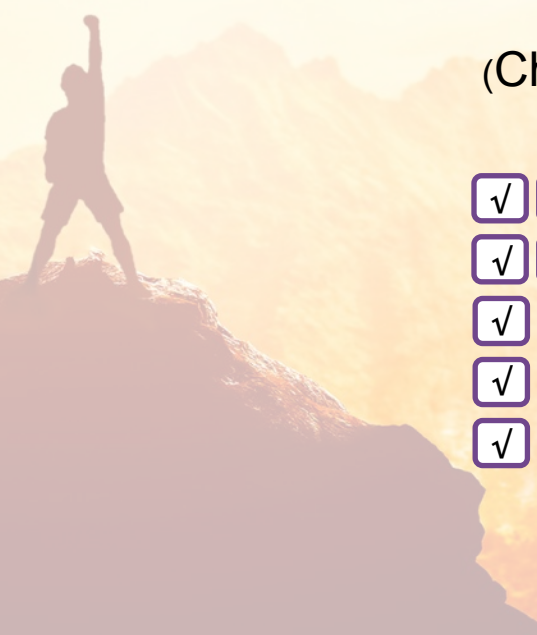
**GOAL: 3 Senior Associates AND \$1,500 in premium sold personally or organizationally.**



**\$1,500 total Premium**

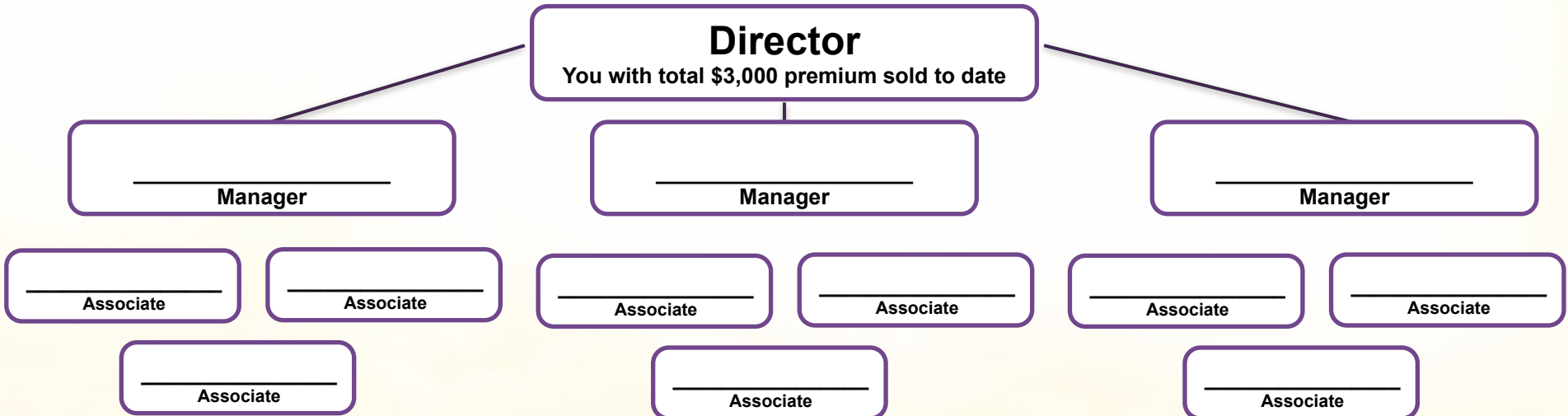
(Check off a square for every \$20 of premium sold by You OR someone in your organization!)

✓	✓	✓	✓	✓															
✓	✓	✓	✓	✓															
✓	✓	✓	✓	✓															
✓	✓	✓	✓	✓															
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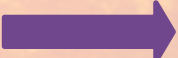
# DIRECTOR

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



✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
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✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

**\$3,000 total premium**  
 (Check off a square every time \$20 premium is sold by You OR someone in your organization!)



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

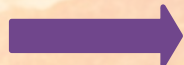
# SENIOR DIRECTOR (QUALIFY MONTHLY)

➔ **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!)

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>



**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.

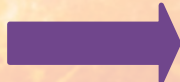
**Executive Director  
You**

**\$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!)



Two identical grids of squares arranged in 4 rows and 10 columns. Each grid contains 40 empty square boxes for tracking premium sales.



**BONUS:** Executive Director is the gateway to **FINANCIAL FREEDOM**  
\$6,000-\$8,000 per month **PART-TIME!**



# 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!!!**

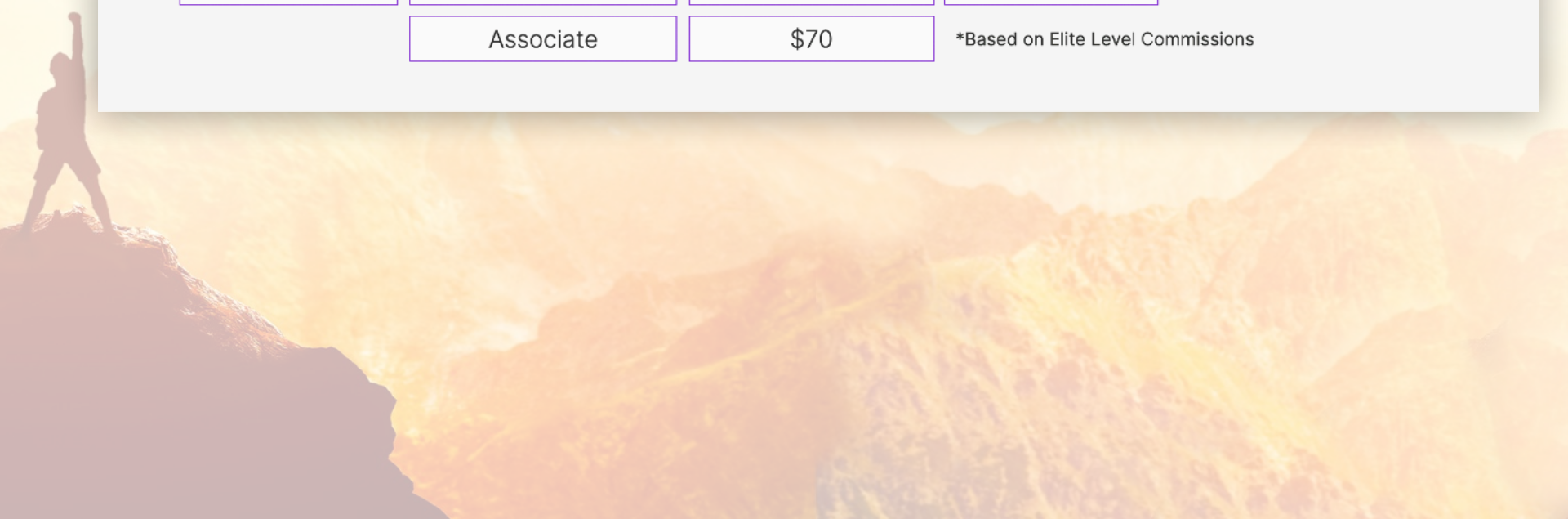


## Commissions (Based on \$64.90 Premium Plan)

	Your Level	Personal Income	Team Override
	Executive Director*	\$370	\$75 +
	Senior Director*	\$295	\$75 +
	Director	\$220	\$60 +
<b>Bonus</b>	Senior Manager	\$160	\$40 +
\$500 (45 Days)	Manager	\$120	\$30 +
\$200 (20 Days)	Senior Associate	\$90	\$20
	Associate	\$70	

} **\$300**

\*Based on Elite Level Commissions



# 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 <b>FIRST 20 DAYS</b>	\$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*	<b>1 Point</b>
Recruit New Associate with a Membership	<b>50 Points</b>
New Recruit - Fast Start Qualifies	<b>50 Points</b>
New Qualified Group Opened	<b>50 Points</b>

## Monthly Bonuses

3 - 11 consecutive months qualified	<b>\$200 bonus</b>
12 - 23 consecutive months qualified	<b>\$300 bonus</b>
24 - 35 consecutive months qualified	<b>\$400 bonus</b>
36+ consecutive months qualified	<b>\$500 bonus</b>

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

## 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.



## Annual Trips

Each year, LegalShield sends its 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.

# Team Pinnacle System

ALL Zooms are on PinnacleZoom.com



## 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's learning 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](http://TheAppLaunch.com) – Monday & Thursday 8pmET & Saturday 11amET

**SUN**

**MON**

**TUES**

**WED**

**THURS**

**FRI**

**SAT**

7PM – Presentation  
8PM – Team Zoom

8PM – Presentation

8PM – Presentation

8PM – Presentation

8PM – Presentation

8PM – Presentation

10AM – Fireside Chat  
8PM – Presentation