

TEAM PINNACLE

Advancement Blueprint



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**:

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:



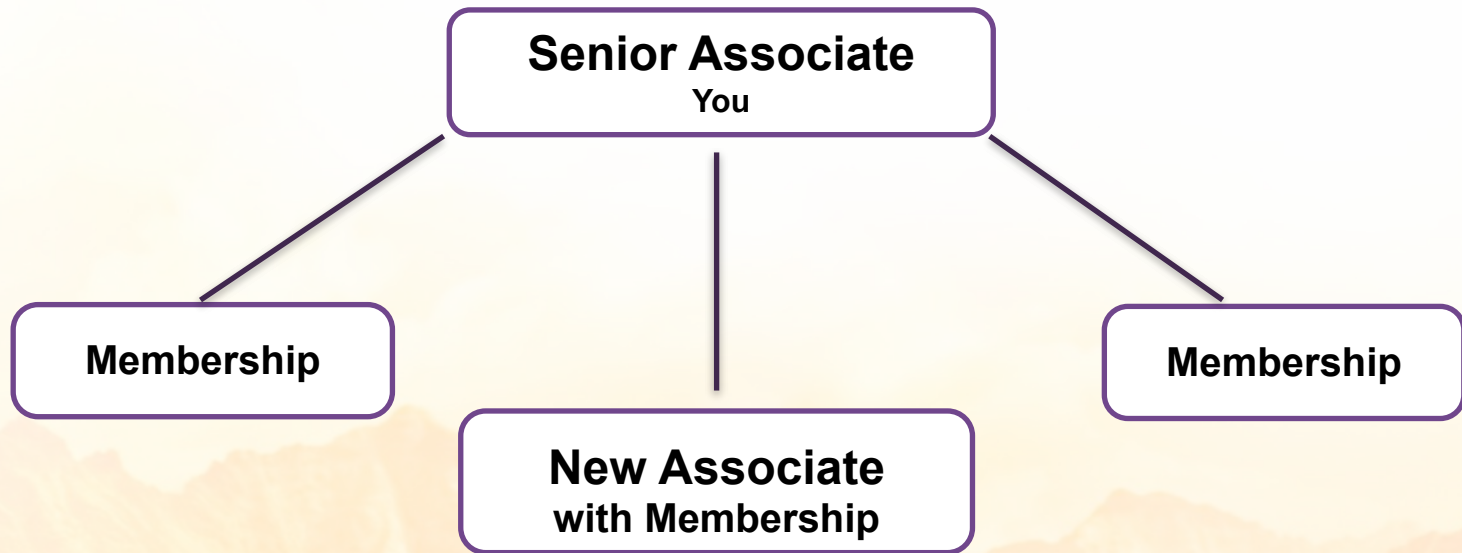
LAUNCH Presentation Date/Time: _____

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

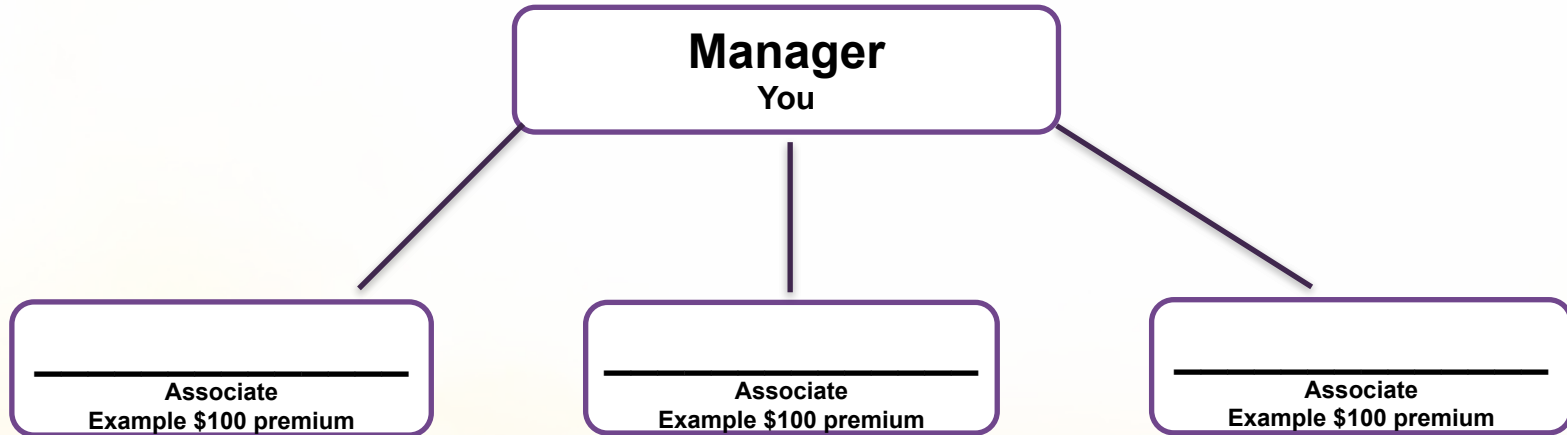


- ➔ **BONUS:** Rank up to Sr. Associate and take your Fast Start Training Class in the first 20 days and get a \$200 bonus!

MANAGER

Start/Effective Date: _____ within 45 days by : _____

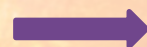
➡ **GOAL:** 3 Associates AND \$300 organizational or \$500 in personal premium



\$300

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

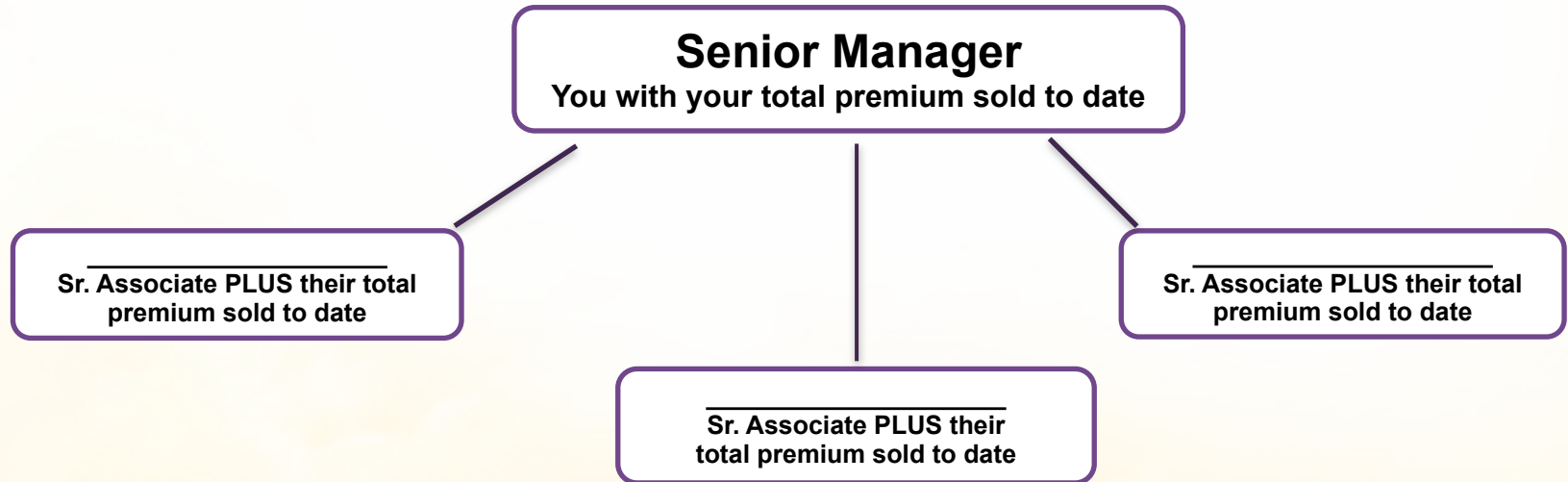
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BONUS: Take Fast Start Training and rank up to **MANAGER** within 45 days to earn a \$500 bonus!

SENIOR MANAGER

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

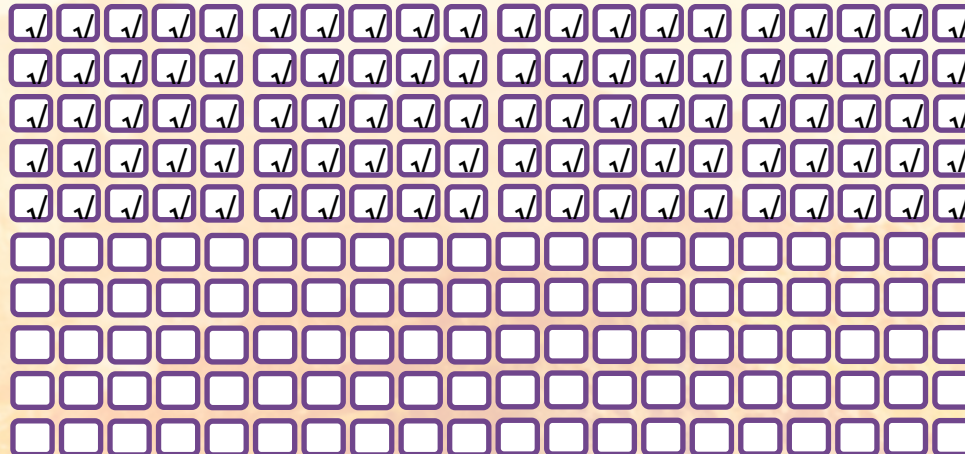
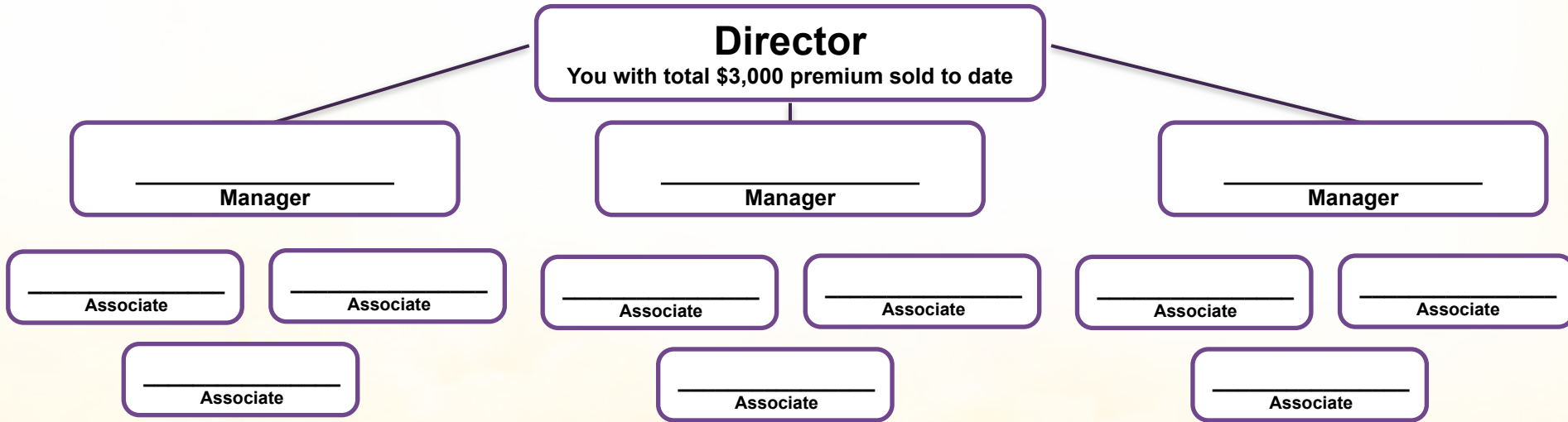


\$1,500 total Premium

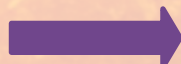
(Check off a square for every \$20 of premium sold by You
OR someone in your organization!)

DIRECTOR

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



\$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!

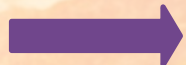
SENIOR DIRECTOR (QUALIFY MONTHLY)

➡ **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!)

☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐
☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐	☐



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!)



➡ **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 \$37.95 Preferred Legal + \$34.95 IDShield)

	Your Level	Personal Income	Team Override
	Executive Director*	\$416	\$85 +
	Senior Director*	\$331	\$85 +
	Director	\$246	\$68 +
Bonus	Senior Manager	\$178	\$46 +
\$500 ¹ (45 Days)	Manager	\$132	\$32 +
\$200 ² (20 Days)	Senior Associate	\$100	\$20
	Associate	\$80	

\$336

¹ Advance to Manager
² Fast Start Qualify

*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 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

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

Team Zooms are on PinnacleLeaderZoom.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 highly interactive part of our team culture. Lasts one hour on Saturday mornings.

Monday Leaders Zoom

Start your week learning from the top mentors on leadership and business development (*MondayLeaders.com)

Nightly Presentation Zooms are on PinnacleZoom.com

SUN

7PM - Presentation
8PM - Team Zoom

MON

10AM - Monday Leaders
8PM - Presentation

TUES

8PM - Presentation

WED

8PM - Presentation

THURS

8PM - Presentation

FRI

8PM - Presentation

SAT

10AM - Fireside Chat
8PM - Presentation

All times listed are Eastern Time Zone. 8PM = 7PM Central, 6PM Mountain, 5PM Pacific