

10

CORE COMMITMENTS

If you want to achieve a high level of success in this business, follow these **10 CORE COMMITMENTS.**

1 Commit to the process

- Complete the First Step Training program at www.legalshield.com/start
- Use the system of third-party tools and your support team
- Advance to Associate as soon as possible and get your first raise

2 Get connected through communication

- Stay in touch with the Home Office by receiving news and announcements through a valid email address, Televox, *The Connection* magazine, and the Associate website
- Participate on weekly team conference calls
- Listen to weekly Corporate Office conference calls

3 Go through Basic Training

- Immediately make your list and schedule a Private Business Reception (PBR)
- Use your membership to prepare your Will
- When you receive your introductory kit, read your materials and Success Guide

4 Commit to at least TWO exposures a day *if working part time* or at least FIVE a day *if full time*

- Focus on third-party tools
- Send out at least one long distance package per week

5 Attend your local weekly Business Briefing

- Make a 52-week commitment and set a goal to bring a guest each week

6 Attend all Regional/Super Saturday events in your area with your associates

- Business presentation to recruit your prospects
- Training to teach you how to build your business

7 Attend all major corporate events with your associates

- Like the International Convention held each spring

8 Commit to personal development

- Positive books, audios and DVDs
- Associate with the right people and those more successful than you

9 Find a workout partner

- Someone you can depend on for accountability, motivation and activity
- Someone who will make you stretch for more

10 Be here a year from now

- And commit to the other nine Core Commitments

The **10** CORE COMMITMENTS



1 Commit to the process

Go through the information at www.legalshield.com/start with every new Associate. Your goal is to get your new associate into immediate action, get them plugged into the system, and book their PBR (private business reception) and PCC (private conference call). Conduct at least 3 welcome calls with your new recruit as you help them advance to the Associate level.

2 Get connected through communications

Communication is key! So stay connected to the Home Office and receive all the latest news and updates. How? First, make sure the Home Office has your email address. Announcements regarding contests, promotions, etc. are “blasted” to the sales field through this method. Also, subscribe to eService (which provides you an official LegalShield website and you’ll receive the monthly *Connection* magazine). Televox is also another avenue of communication with the Home Office and your team. And don’t forget to participate in your team conference calls and all the weekly Home Office conference calls as well as watching the weekly online Leadership Show at www.legalshield.com.

3 Go through Basic Training

Attend Basic Training for yourself and then with every new Associate you recruit to show them you care about their success. One of the questions we should be constantly asking ourselves is, “Would I want to be sponsored by me?” Repetition is key to mastering the fundamentals of LegalShield so we suggest you go as often as possible.

4 Commit to at least **TWO** exposure each day (if part time) or **FIVE** exposures each day (if full time)

Expose two or five people a day using a tool (DVD, magazine, website). It’s important to remember that in this business you are the messenger and the third-party tool is the message. Teach this simple daily method of operation to all those on your team and your business will grow! If you, along with a group of 30 Associates, were to work on a part-time basis and expose two people a day, that would create 60 exposures a day; 300 exposures a week; 1,200 every month; 14,400 exposures a year. You cannot possibly fail in building a large organization if this is taking place.

5 Attend your local weekly Business Briefing

Make a personal commitment to attend 52 consecutive weekly business briefings. There are three main reasons to attend your weekly briefing: education, motivation, and association.

6 Attend all regional/Super Saturday events in your area with your associates

If you will attend all Super Saturday and Regional events within 150 miles of your home, you will be able to quickly apply the learned knowledge, activity knowledge, modeling knowledge, and teaching knowledge concepts. Your goal is to attend with as many Associates as you can, learn everything you can, and have your team’s attendance grow every month.

7 Attend all major corporate events with your associates

Come learn from LegalShield’s top income earners all in one weekend. This one event may potentially cut a year off of your learning curve. Bringing team members with you will assist in creating massive momentum within your organization.

8 Commit to personal development

Commit to read 10 pages of a book/day and listen to 15 to 30 minutes of a great audio program/day. Leaders are readers and in order for your income to grow, you have to grow.

9 Find a workout partner

Find another Associate that sees this business the same way you do. A workout partner should challenge and stretch you to do more.

10 Be here a year from now

It has been said that commitment is doing the thing you said you would do long after the mood you said it in has passed. When you stop to consider the 10 Core Commitments, being here a year from now is the single most important one of all! If you stay actively involved in doing these nine activities and commit to be here a year from now, you will learn everything you need to know to create a successful business.