

# 10 CORE COMMITMENTS

If you want to achieve a high level of success in this business, follow these 10 core commitments.

## 1 Start each day the right way

- State your personal affirmation
- Set goals every day
- Review and work your To Do list

## 2 Stay connected

- Watch Corporate Sponsored Shows
- Listen to team calls
- Read the LegalShield Associate Newsletter
- Follow the LegalShield Social Channels

## 3 Do TWO to FIVE exposures daily

- Use third-party approaches and tools (magazines, DVDs, websites, sizzle calls, text messages, mobile apps, etc.)
- Build a long distance team!

## 4 Attend weekly briefings with a guest

- Make a 52-week commitment to attend your local briefing with a great attitude
- Invite guests each week to grow your team
- Attend the event after the event

## 5 Invest in yourself and your team

- Go to the first available Fast Start Training Class
- Read 10 pages of a book per day
- Listen to an inspirational/educational audio for 15 minutes per day
- Conduct a Game Plan Interview with all new associates
- Map out goals with your associates
- Attend all training and encourage your team to attend all training opportunities, such as Fast Start, APT and B2B trainings

## 6 Attend every Super Saturday

- Attend monthly to learn from the best
- Grow your team by promoting to your guests and associates

## 7 Attend the International Convention

- Learn from the top leaders in LegalShield, all in one weekend—bigger vision, bigger belief!
- Attend your team breakout session

## 8 Retain your members

- Sell the membership right
- Get members to download the app and get their Will prepared
- Follow up with new members
- Ask for referrals

## 9 Find a workout partner and choose a mentor

- Partner up with someone who will hold you accountable, motivate you, and help you stretch for more
- Choose a mentor who can help guide you to achieve your goals
- Be a mentor

## 10 Double your business one year from now!

- Raise the B.A.R. (i.e. your Belief, Activity, and Results)

# 10 CORE COMMITMENTS



- 1. Start each day the right way**

Every morning, state your personal affirmations to reinforce your goals and positive attitude. Establish daily goals and review and work your To Do list to create a life of discipline and achievement. Exercising simple disciplines, such as these, each and everyday can help you obtain your 'why,' your goals, and drive your success.
- 2. Stay connected**

Getting and staying connected is essential to the growth and success of your LegalShield business. You can stay connected by watching the weekly Corporate Sponsored Shows, such as the Leadership Show, the Monday Night Momentum Show, and the Business Solutions Call, by listening to your team's calls, reading the LegalShield Associate Newsletter, and by following the LegalShield social channels.
- 3. Do TWO-FIVE exposures daily**

Use the Third-Party Approach and tools, such as the DVDs, magazines, mobile apps, your Hubsite, and sizzle calls, to expose people to LegalShield. Not only do you want to expose the people you meet locally, but you should also send one long distance package each and every week to build a long distance team. Teach this duplicable, daily method of operation to everyone on your team!
- 4. Attend weekly briefings and bring a guest**

Make a personal commitment to attend the weekly briefing every week and bring at least one guest with you. No matter where you are, find a briefing to attend. Ask your guests to bring guests. In fact, you should invite more guests than you expect to show up! At the briefing, listen and learn from the testimonials of others. Let the power of those testimonials impact your guests. And, attend the event after the event where knowledge is gained and relationships and trust are built. The event after the event could be a short training session and an opportunity to fellowship with your fellow associates and their guests at a local restaurant.
- 5. Invest in yourself and your team**

Investing in yourself and your team is an investment in your business. Enroll in Fast Start training as soon as you can to help yourself achieve Fast Start Qualification. Set aside some personal development time each day to read at least 10 pages of a good book and listen to 15 minutes of audio. And, when you sign up new associates, conduct a Game Plan Interview and attend Fast Start training with each and every one of them to show your support. In addition, periodically, set aside time with your associates to map out and review goals to help them achieve their desired results. Take advantage and encourage your team to take advantage of the training opportunities provided by LegalShield to learn as much as you can to support and grow your businesses.
- 6. Attend Super Saturday & Regional Events**

Attend the Super Saturday and Regional Events offered in your area every month to learn from the best, catch the vision, feel the motivation, and to be inspired by other associates. Promote these events to your guests and to your team and attend them as a group to soak in all the knowledge and experiences of other successful associates.
- 7. Attend the International Convention**

Learn from LegalShield's top income earners all in one weekend. This one event may potentially cut a year off of your learning curve. Bring team members to create even more momentum within your organization. And, don't miss out on your team's breakout session where you can gain knowledge of your team systems, develop essential relationships, and leave the convention with a team action plan.
- 8. Retain your members**

Retaining members isn't just about what you do after the sale. It starts with selling the membership the right way and writing quality business. Once your member has signed up, help them download the MyLegalShield and MyIDShield apps and contact their Provider Law Firm right away. Encourage every LegalShield member to get their Will prepared and every IDShield member to input the information they want monitored into their IDShield Dashboard. Periodically follow up with your members to ensure they have used their membership and are satisfied with their experiences. And, don't forget to ask for referrals. Referrals can help you grow your business, especially when your referral comes from a satisfied member.
- 9. Find a workout partner and choose a mentor**

Partner up with another associate with similar aspirations who will challenge you, motivate you, and hold you accountable for reaching your goals as your workout partner. Choose a mentor who is committed to helping you develop, stretch, and achieve Big Hairy Audacious Goals (BAHGs) that you wouldn't normally set for yourself. Be a mentor to others and help them achieve more too!
- 10. Double your business one year from now!**

Make a plan to be here one year from now and visualize what your business will look like at that time. Then, work to make that visualization a reality. Commit to finishing what you have started, the other 9 Core Commitments, and never give up on yourself. Everyone who has achieved success in their LegalShield business started out just like you and they have stuck it out year after year. Take inventory of where your business is today, raise your B.A.R., and commit to working hard to double your business in one year. Believe in yourself and know that the best is yet to come!