

"Hi \_\_\_\_ I just got started with a valuable service & business. I'm really excited about it. I wanted to share some information with you and get your feedback. Do you have 15 minutes right now to get some information? Can you (1) meet for 15 minutes OR (2) review this website OR (3) Grab a pen and listen to this 10 minute overview message?"

Date:

Your Name:

	First	Last	Phone	State, City	*Last Call	*Next Call	Phone Overview	Zoominar	Website	Sitdown	PBR/PCC	Briefing / Luncheon	3 Way Call	Member	Associate	www.shieldpresentation.info (service) or www.shieldpresentation.com (service & business) (512)703-6148 (membership only)	In Follow up System (1)
eg	Jane	Doe	212.222.2222	CT,Windsor	8/10	8/14	6/15			6/18			6/15	6/18		(sister) did sitdown Wednesday, got membership / keep informed about business	
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3 way call experts:

**\*USE PENCIL!**

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Note: Put a star next to your top 10 prospects.

Put "B2B" in the notes section for contacts that may lead to a group / employee benefit (Eg: HR Director or owner of company with 10+ employees) or Small Business Plan

(1) Check off if you have moved the prospect into a Follow Up System such as the "Follow Up Index Card Box" or the "Prospect by LegalShield App." Talk to your sponsor for details

v10202016

NEXT list gameplan with sponsor (date): \_\_\_\_\_