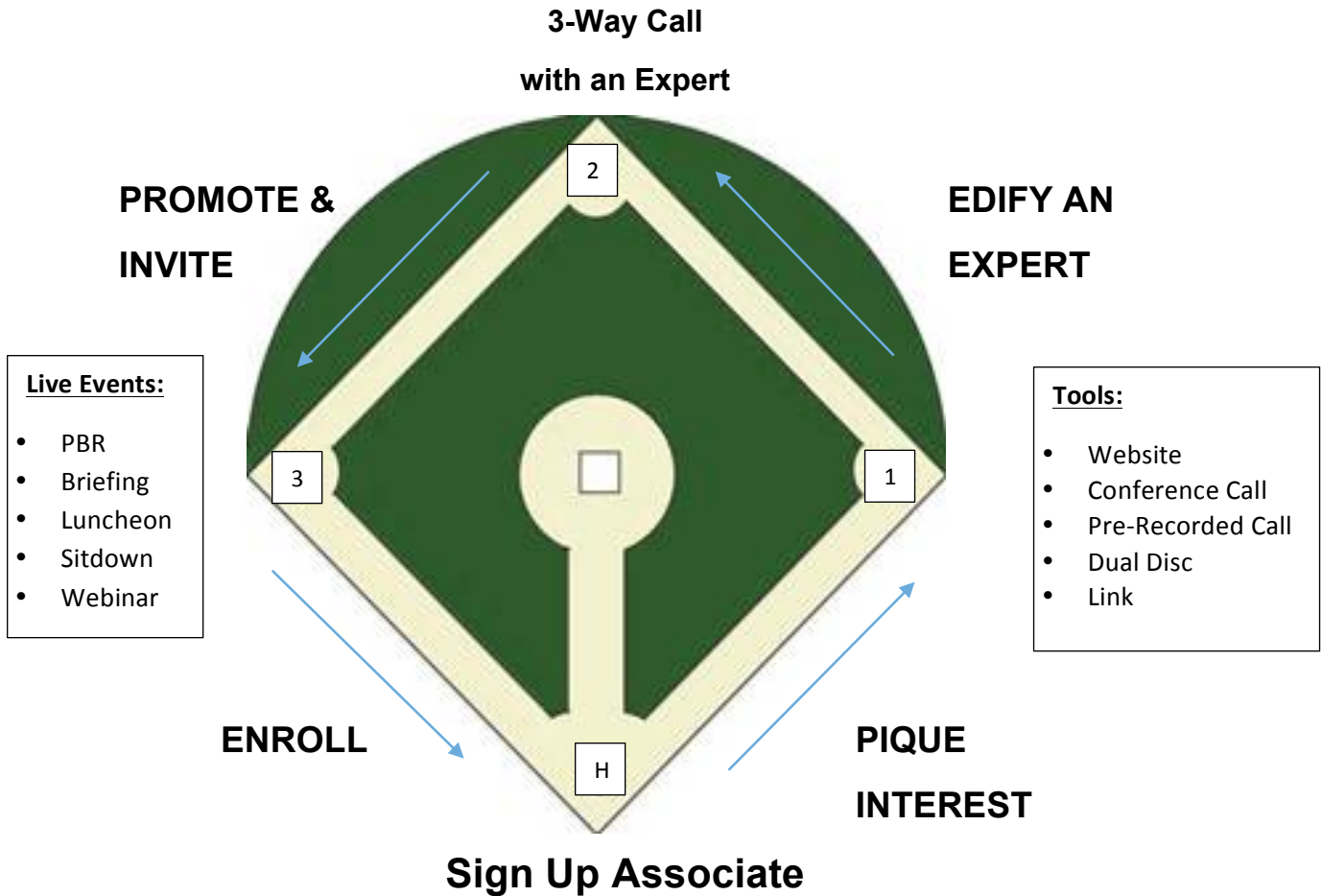


# Understanding The Recruiting Process (The Baseball Diamond)



Home Plate to 1 <sup>st</sup> Base	Pique the interest of your Prospect by offering them a tool.
Arrive at 1 <sup>st</sup> Base	Prospect has arrived to 1 <sup>st</sup> Base after they have completed one of the tools.
1 <sup>st</sup> to 2 <sup>nd</sup> Base	Edify an Expert and schedule a 3-way call with that expert.
Arrive at 2 <sup>nd</sup> Base	Prospect has completed a 3-way call with an expert.
2 <sup>nd</sup> to 3 <sup>rd</sup> Base	Expert will share their story with the prospect, then invite them to an event.
Arrive at 3 <sup>rd</sup> Base	Prospect is now attending a live event.
3 <sup>rd</sup> to Home Plate	Prospect is now enrolling in LegalShield.
Arrive at Home Plate	CONGRATULATIONS! Your prospect is now an associate.