

# FirstStep

Your guide to becoming a successful Independent Associate.

Complete this document with your support team and get plugged into the system.

**Use Your Membership** The first way I'm going to use my membership: \_\_\_\_\_  
 \_\_\_\_\_ Date completed: \_\_\_\_\_

**A Your "Why"** If you had all the time and money you needed, how would your life change? Write down your dreams for the life you want to create. Also, what's ONE goal we can help you accomplish RIGHT NOW?

\_\_\_\_\_  
 \_\_\_\_\_

**B Create Your List** Your contact list is the foundation of your business. Write down EVERYONE you know. Don't pre-judge anyone. Start with your TOP 10 right now and continue making your list on additional pages as needed.

	NAME	PHONE	BACKGROUND	TOOL	FOLLOW UP	3-WAY	LIVE EVENT
1.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10.	_____	_____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Tools: PBR CRM PCC DVD FL=Flip Chart WS=Website SC=Sizzle Call SD=Sit Down LDP=Long Distance Package  
 These are the 3 people you want to benefit the most. Make sure you contact these people with the help of your support team.

## THE EXPOSURE PROCESS

This process is important, make sure your support teams shows you how to do it correctly.



**C Launch Your Business** Schedule your PBR and PCC with your support team and be sure to manage your contacts with SucceedCRM.

**PBR** (Private Business Reception) \_\_\_\_\_ Date/Time \_\_\_\_\_ Expert \_\_\_\_\_

**PCC** (Private Conference Call) \_\_\_\_\_ Date/Time \_\_\_\_\_ Expert \_\_\_\_\_

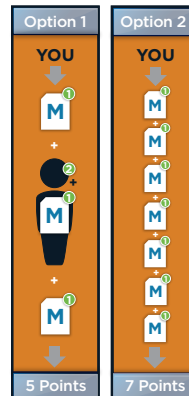
**Director** \_\_\_\_\_ Name/Phone \_\_\_\_\_

**Executive Director** \_\_\_\_\_ Name/Phone \_\_\_\_\_

Your Support Team

## Your First Goal: Fast Start Qualify in 20 Days!

You can meet your Fast Start qualification requirements one of two ways!



By Fast Start qualifying you advance to the Senior Associate level in the compensation plan and begin receiving advanced commissions.

**M** = New Member

**I** = New Associate

**D Get Plugged In** Stay connected to your leaders and plug into the events.

**Basic Training** \_\_\_\_\_ Date/Time \_\_\_\_\_ Phone Number/Pin Code \_\_\_\_\_

**Business Briefing** \_\_\_\_\_ Date/Time \_\_\_\_\_ Phone Number/Pin Code \_\_\_\_\_

**Conference Calls** \_\_\_\_\_ Date/Time \_\_\_\_\_ Phone Number/Pin Code \_\_\_\_\_

**Personal Development** \_\_\_\_\_

Change Starts with You and Success Drive CDs

After completing this form, be sure to save it for future reference by clicking FILE then SAVE AS.



## Getting Started Right : Identify your Contacts - Memory Joggers

We all know people—individuals we grew up with, our friends, co-workers or people we've simply come in contact with. As time goes by, you will constantly be adding to this list through referrals, new contacts, remembering old acquaintances, etc.

This list of contacts can be the key to unlocking your successful future. The following pages should help “jog” your memory. Think carefully about each specific description listed and consider who you might know within each one. As you are doing this, be sure to think about those who are “local” to you and those who you would consider to be “long-distance.” When you think of a name, write it in the space provided.

It is very important not to PRE-JUDGE anyone while compiling this list. Don't worry about whether they will be interested or not. Even contacts that do not join will be a great source of referrals.

**This exercise is meant to put everyone you know on paper and create a game plan to help them learn about LegalShield.**

### **The Members of Your Own Family**

- Father and Mother
- Father-In-Law and Mother-In-Law
- Grandparents
- Children
- Brothers and Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

### **Those Who Are Your Closest Friends And With Whom You Associate Regularly**

- Friends and neighbors
- People you work with
- Church members
- Sunday school class members

### **People You Know Who Are Decision Makers**

- Business owners
- Human Resources Directors
- Office managers

### **People You Know Who Are In Direct Sales**

- Business/office machine salespeople
- Insurance salespeople
- Car salespeople
- Anyone in direct sales

### **Those You Meet In Organizations Or Clubs**

- Civic groups, Rotary, Exchange, Jaycees
- Political clubs
- Lodge, Elks, Moose, etc.
- Missionary societies, brotherhood groups
- Merchants or farm organizations
- School groups, boosters, alumni, PTA, etc.

### **Those You Have Been Associated With In the Past**

- Schoolmates
- Former co-workers
- People in your hometown
- Military cohorts

### **Those You Do Business With**

- Doctor, lawyer, barber, merchants, grocer
- Gas station attendant, dry cleaner, postal worker
- Beauticians, jewelers, waiters/waitresses
- Anyone you do business with

### **List of Acquaintances Already Available**

- Cell phone contact list
- Christmas card list
- Address book
- Daytimer, planner
- List of fellow employees
- Church directory

## ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

- Accounting
- Acting
- Advertising
- Aerobics
- Air Force
- Airline
- Alarm Systems
- Antiques
- Apartment
- Architect
- Army
- Art
- Artificial Nails
- Asphalt
- Athletics
- Auctioneer
- Automobile
- Babysitters
- Banking
- Barber
- Baseball
- Basketball
- Beauty Salon
- Beepers
- Bible School
- Bicycles
- Blinds
- Boats
- Bonds/Stocks
- Books
- Bookkeeping
- Boys Clubs
- Broadcasting
- Brokers
- Builders
- Buses
- Cable TV
- Cameras
- Camping
- Crafts
- Credit Union
- Day Care
- Delivery
- Dentists
- Dermatologists
- Designers
- Detectives
- Diet Industry
- Direct Mail
- Disc Jockey
- Doctors
- Driving Range
- Dry Cleaners
- Dry Wall
- Education
- Electrician
- Engineering
- Entertainment
- Eye Care
- Fax Equipment
- Farming
- Film Industry
- Firemen
- Fishermen
- Florists
- Food Service
- Furniture
- Gardens
- Gift Shops
- Girls Clubs
- Golfing
- Government
- Graphic Arts
- Grocery Stores
- Gymnastics
- Hair Care
- Handicapped
- Handyman
- Hardware
- Health Clubs
- Health Insurance
- Hearing Aids
- Helicopters
- Hiking
- Horses
- Hospitals
- Hotels
- Hunting
- Ice Cream
- Ice Skating
- Income Tax
- Insurance
- Investments
- Janitor
- Jewelry
- Judo
- Karate
- Kindergarten
- Laundries
- Lawn Care
- Leather
- Leasing
- Libraries
- Lighting
- Livestock
- Loans
- Luggage
- Lumber
- Mail
- Management
- Manufacturing
- Mathematics
- Mechanics
- Mental Health
- Miniature Golf
- Mobile Homes
- Mortgages
- Motels
- Motion Pictures
- Movie Theatres
- Museums
- Music
- Mutual Funds
- Navy
- Newspapers
- Nurses
- Nutrition
- Office Machines
- Office Furniture
- Oil Changes
- Optometrists
- Orthodontist
- Painting
- Parking
- Parties
- Pediatricians
- Pediatrist
- Pedicures
- Pensions
- Perfume
- Personnel
- Pest Control
- Pets
- Pharmacies
- Phones
- Photography
- Physician
- Pianos
- Pizza
- Plastics
- Plumbing
- Police
- Pollution
- Pools
- Preschools
- Printing
- Property Mgmt.
- Psychiatrists
- Psychologists
- Publishers
- Racing
- Radio
- Railroad
- Real Estate
- Rehabilitation
- Religion
- Rental Agencies
- Reporters
- Resorts
- Rest Homes
- Restaurants
- Roller Blading
- Roofing
- Safety
- Sales
- Sandblasting
- Satellites
- School
- Screen Printing
- Scuba Diving
- Secretaries
- Security
- Self Defense
- Sewing
- Sheetrock
- Shoe Repair
- Siding
- Signs
- Singing
- Skating
- Skeet Shooting
- Skiing
- Skin Care
- Soccer
- Social Services
- Softball
- Software
- Spas
- Sporting Goods
- Steam Cleaning
- Stereos
- Stocks
- Surgeons
- Surveyors
- T-Shirts
- Tailors
- Tanning Salons
- Taxes
- Teachers
- Telecommunications
- Telemarketing
- Television
- Tennis
- Theatres
- Therapists
- Tile Layers
- Tires
- Title Companies
- Tools
- Towing
- Townhouses
- Training
- Transmissions
- Trucking
- Typesetting
- Unions
- Universities
- Upholstery
- Used Cars
- Vacuum Cleaners
- Vending
- Veterinarian
- Veterans
- Video
- Volunteers
- Wallpaper
- Waste
- Watches
- Water Skiing
- Weddings
- Wine
- Woodworking
- Writing
- Zoos
- States
- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming
- Provinces/Territories
- Alberta
- British Columbia
- Manitoba
- New Brunswick
- Newfoundland
- Northwest Territories
- Nova Scotia
- Nunavut Territory
- Ontario
- Prince Edward Island
- Quebec
- Saskatchewan
- Yukon Territory