

ACTION STEPS



1. Schedule your Private Business Reception (PBR) – your Grand Opening!

This is the best way to LAUNCH your business. It's just inviting some people over to your house to show them LegalShield. (no fancy food, etc.) Your sponsor or upline Manager/Director will help you. If your upline support does not live close to you, they can do a "call-in" for you at your Grand Opening! Just get ready to use your speaker phone and your upline support will welcome everyone and you will show them a DVD and they will get back on the speaker phone afterwards to answer their questions! Either way, in person or via speaker phone, these work FANTASTIC!

In some areas of the country, especially where there are no regular Business Briefings, associates do these weekly!

2. Schedule your Private Conference Call (PCC)!

This is one of the most effective ways to get started right. You can invite people from near and far to listen to a live conference call together. Your sponsor or upline Manager/Director will help you.

Get your own free line at www.freeconferencecall.com.

You will all dial in at the same time, and you'll welcome your guests on the line, and introduce your business partner (upline support) and they will take over and give everyone a very short overview about LegalShield. Afterwards, you'll contact each guest and ask them what they liked the best about what they heard, and see who is interested. Your upline support will be ready to have you 3-way into them so they can answer your guests' questions. It works REMARKABLY WELL!

3. Get ready to use the tools.

These are the tools to start with:

Recorded calls available 24/7 (see Team System for these)

GreatWorkPlan.com for a complete Membership and Business Opportunity presentation

GreatLegalBenefit.com for a complete Membership presentation

Your own LegalShield websites.

Purchase CD's as soon as possible. CD's are the #1 exposure physical tool.

4. Start Inviting.

Think of the inviting process here similar to inviting someone to a fantastic movie that you just saw and are very excited about. When you invite someone to see a fantastic movie, you would not tell them the whole plot or all the details about the movie, right? You would for the most part share your excitement about the movie and let them know you are convinced it's great and that they absolutely MUST go see it. It's similar here. **THE LESS YOU SAY, THE MORE SUCCESS YOU WILL HAVE!** The objective is to get your **contact interested and curious enough** to actually ATTEND the event (PBR, luncheon, Business Briefing), or actually LOOK at the website, or actually LISTEN to a conference call, etc. etc.

The more genuine you are, the more transparent you feel when you are talking to people, the easier it will be to invite. So here's how to prepare. **Please now review the "inviting scripts" and take a few minutes to put YOUR ideas together for how you will invite.**