

# YOUR DREAMS' IMMUNE SYSTEM

Around us at all times are viruses and bacteria that can make us sick, right? But IF our immune system is strong and healthy we stay well! Your DREAMS and VISIONS for your future here in LegalShield are susceptible to many “viruses and bacteria” around us all. It's very important to build up your mental IMMUNE SYSTEM BEFORE you come into contact with these viruses and bacteria in the form of negative and sometimes well meaning people around you.



When you started your LegalShield business, it all seemed like such a no-brainer to you. The services are so valuable, so needed, and so inexpensive. And who wouldn't want to make a lot of extra money? Everyone will sign up with you right? So instead of getting advice and training from the successful coaches around you, you feel it's going to be easy to just pick up the phone and start calling your friends and tell them about LegalShield and sign them up.

But guess what....here's an immune building factor....They don't ALL join! In the beginning, most won't. Some will even try to discourage you. They will say things like: 🗨️ I don't need an attorney. 🗨️ Is that a pyramid scheme? 🗨️ I know someone who did that and made no money. 🗨️ Sure, I'll come check it out (and they don't show up) 🗨️ I'll look at that website/DVD (and they never do).

We ALL got responses like those – in between the VERY POSITIVE EXCITED responses – so quickly learn how to effectively handle these responses and not let it hinder your success. If your “IMMUNE SYSTEM” is strong, you can be around these negative doubtful people/ comments and not become infected yourself. Every top earner in the company got all of these responses and we still do occasionally! However, you'll learn from the New Associate Workshop live call and from the tips in the New Associate Support documents how to approach people so that you get much less of the negatives. But you'll STILL get some, guaranteed. So, is your “immune system” up to par to keep you healthy and in the game? Are you going to let a few negatives infect you with a terminal illness called “I quit?” NO!!

In the SYSTEM of approaches and follow ups you'll learn how to avoid and/or get past the “viruses and bacteria” / the negative people and comments. Running out there without the proper training will blow your chances at good first impressions. So STOP – don't go talking to people right now! Your friends and family know you for who you are, not a LegalShield expert nor probably a business expert either. They will likely not take the information properly from you. In your training, you'll learn how to get information in front of people without them feeling like you are trying to “sell/recruit” them. The APPROACH needs to be right. Then the PRESENTATION needs to be 3<sup>rd</sup> PARTY, not coming from you directly. You'll learn how to use: the PBR/home meeting with an expert, PCC/Conference call, Business Briefing/seminar at hotel, DVD, and a 2 on 1/sit-down with your upline expert. You'll learn this from: the New Associate Training on the team website, [www.PerformanceFamily.com](http://www.PerformanceFamily.com), from the New Associate Workshop call (or replay), from the Basic Training Class, and from working directly with your upline support (Director or Executive Director above you). You may also work with your sponsor, but chances are, your sponsor is pretty new too. The best thing about all this is the fact that you can start setting APPOINTMENTS after just a few minutes of this training. It's simple and quick, especially if you review the New Associate Training on the team website and get with your upline support for a little coaching. You'll be ready to start making appointments TODAY!

Remember, it's about GETTING APPOINTMENTS, not **explaining** anything over the phone or in bits and pieces on the fly. The APPOINTMENTS you'll be setting will NOT be for YOU to personally do a presentation now. You'll get APPOINTMENTS to show them the WHOLE presentation via an event or marketing tool. This is the ONLY way people will sign up. You may have already blown it with a few people. Most of us did before we realized the simple system of Approaching and getting Appointments. People don't know what they don't know. How can they judge a movie when they haven't even seen the movie themselves? You'll find that over half of the people who actually see a WHOLE LegalShield presentation WILL sign up! That's the key – getting them to see a COMPLETE presentation.

So DECIDE right now to have a strong healthy “immune system” not letting the negative viruses/bacteria negatives knock you out of YOUR business. Those negative people are not paying your bills now anyway are they? You wouldn't let someone talk you out of your faith or your family would you? So don't let them talk you out of the vehicle that will take you to your dreams and goals. **Plug into your support team, the conference calls and events.** Focus on WHY you started your business...what you want your success in LegalShield to accomplish for you. **When your DESIRES and WHY's for doing this are super strong, your immune system is also super strong. Keep your resolve to work this and grow this and we'll see you at the TOP!**