

# 10 CORE COMMITMENTS

If you want to achieve a high level of success in this business, follow these 10 core commitments.

**Get ready to accomplish commitment #7 by registering today for the 2017 INTERNATIONAL CONVENTION in Oklahoma City! And keep furthering your LegalShield education with the Learning Management System. Many of these LMS courses enforce the teaching principles of the 10 Core Commitments! (Corresponding courses are listed with each commitment.)**

## 1 Start each day the right way

- State your personal affirmation
- Set goals every day
- Review and work your To Do list

105.01	The Core Four
201.2	Set Success Goals
401.1	Dashboard: The Power of Keeping Score
405.2	Land One at a Time: Staying Focused on Key Priorities
409.2	Big Rocks: The Key to Getting the Most Important Things Done

## 2 Stay connected

- Watch Corporate Sponsored Shows
- Listen to team calls
- Read the LegalShield Associate Newsletter
- Follow the LegalShield Social Channels

105.01	The Core Four
201.1	The System
203.5	Facts Tell, Stories Sell

## 3 Do two-five exposures daily

- Use third-party approaches and tools (magazines, DVDs, websites, sizzle calls, text messages, mobile apps, etc.)
- Build a long distance team!

103.05	PBRs—Launch and Explode
105.01	The Core Four
105.06	The Private Business Reception
110.75	Selling Memberships
120.1	Convey Confidence in Your Company
203.1	Follow Your Dollar
203.2	Fill your Pipeline
203.3	Approaching Prospects
203.4	Effective Elevator Pitch
204.1	Using the Apps to Increase Sales and Recruiting
204.2	Using the Videos to Engage Prospective Members
204.3	Using the Videos to Engage Prospective Associates
204.4	Using Social Media to Increase Sales and Recruiting <i>(coming soon!)</i>

## 4 Attend weekly briefings with a guest

- Make a 52-week commitment to attend your local briefing with a great attitude
- Invite guests each week to grow your team
- Attend the event after the event

105.01	The Core Four
201.1	Essentials of Meeting Etiquette



**LEVELUP**  
INTERNATIONAL  
CONVENTION 2017

**Register now at  
LEVELUP.LEGALSHIELD.COM  
and reserve your spot!**

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## 5 Invest in yourself and your team

- Go to the first available Fast Start Training Class
- Read 10 pages of a book per day
- Listen to an inspirational/educational audio for 15 minutes per day
- Conduct a Game Plan Interview with all new associates
- Map out goals with your associates
- Attend all training and encourage your team to attend all training opportunities, such as Fast Start, APT and B2B trainings

105.02	Commitments 5-7
110.35	8 Filters of Duplication
408.1	Green and Clean: Holding Each Other Accountable for Results
409.16	Sharpen the Saw: Continuously Improving Your Life and Work
409.19	Survival/Revival: Avoid Burnout by Investing in Yourself
411.3	Race to the Pole: How to (and How Not to) Lead a Team to Victory
412.2	Light the Fire: Coaching Others to Ignite Their Potential

## 6 Attend every Super Saturday

- Attend monthly to learn from the best
- Grow your team by promoting to your guests and associates

105.02	Commitments 5-7
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## 7 Attend the International Convention

- Learn from the top leaders in LegalShield, all in one weekend—bigger vision, bigger belief!
- Attend your team breakout session

105.02	Commitments 5-7
110.1	Welcome to the All In International Convention

## 8 Retain your members

- Sell the membership right
- Get members to download the app and get their Will prepared
- Follow up with new members
- Ask for referrals

105.05	Retention Tips to Maximize Long-term Residual Income
201.3	Write Quality Business
201.4	Retention and Persistency Tips
201.6	Monitoring Retention
201.7	Performance Club Retention Training

## 9 Find a workout partner and choose a mentor

- Partner up with someone who will hold you accountable, motivate you, and help you stretch for more
- Choose a mentor who can help guide you to achieve your goals
- Be a mentor

105.03	Commitments 8-10
309.1	Get a Workout Partner
402.4	Win-Win Thinking: Create Mutually Beneficial Relationships

## 10 Double your business one year from now

- Raise the B.A.R. (i.e. your Belief, Activity, and Results)

105.03	Commitments 8-10
105.07	The Magic of Big Thinking
201.2	Set Success Goals
203.6	Closing the Deal
405.1	Goal: Overcoming the Execution Gap

**UP**  
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INTERNATIONAL  
CONVENTION 2017

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