

G. P. S.

GAME PLAN SIT-DOWN



Immediate Action Steps

- 1. Go over this G.P.S. with your Sponsor**
- 2. Conduct first Sit-down Presentation**
- 3. Conduct first Private Business Reception**
- 4. Fast Start Qualify**

Legal Eagles
TEAM PLATINUM VISION
Pre-Paid Legal Services, Inc.
Independent Associates

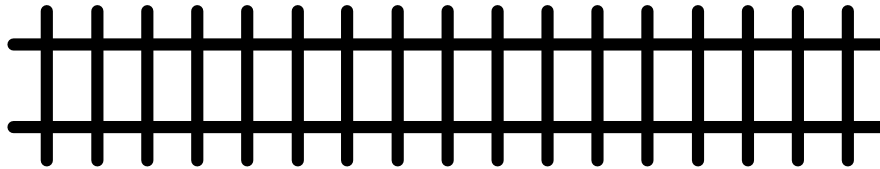
TPV

www.teamplatinumvision.com

YOUR WHY?

*What's Hurting You!!! What would inspire you to continue building your Pre-Paid Legal business in spite of adversity? **Time with family, a new house, a new car, children's better education, to help your church, to be debt free, to travel the world or to be job free?***

YOUR TRACK TO SUCCESS



To achieve long term success in **PPL** the most important attribute you can possess or develop is to be teachable and coachable. There is no need to re-invent the wheel. The **Track** has been laid, the "**Basix System**" has been designed, all you have to do is get on the Track/System and stay on it all the way to the top. Regardless of your background, the best advice I can give you is:

"With **PPL**, become the best student you can be!"

Remember a Great Leader must first become an Outstanding Follower.

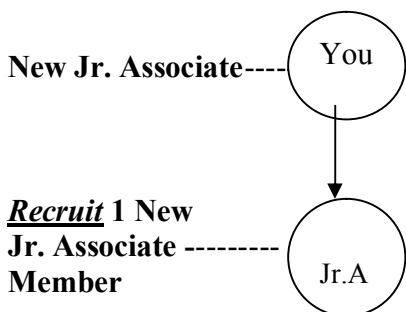
DUPLICATION

It's important to understand that almost any recruiting method will work in Net Work Marketing, but everything does NOT duplicate! What your prospect sees you do in the recruiting process is how they will perceive the business to work and what they will be doing with the people they know. By applying the "**Basix System**" to recruit and build your team, **80%** of the training your new associates will need to be successful in Pre-Paid Legal Services, will have been done during that process!

Note: "**SYSTEMS DUPLICATE, PEOPLE DONT!**"

Step 1 – Get 1

Conduct your first Sit Down or PBR and Recruit at least one \$149.00 Jr. Associate and \$35.95 member



Goal: Get your 1st Check!
Recruit your first \$149.00 Jr. Associate
 With the \$35.95 membership

Send in membership/association fees.

Earn a commission of \$69.13 *

Receive 2 Players Club Points.

Step 2 – Sell 2 more

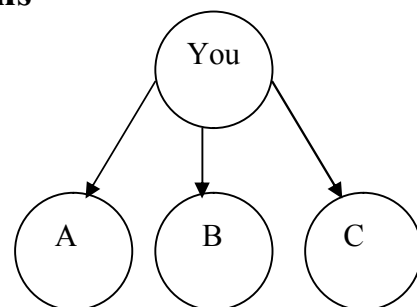
Go to F.S. class & sell 2 more memberships within first 30 days
 This will Fast Start Qualify you, congratulations

Earn \$69.13+ \$69.13 = \$138.26

Total commission so far \$207.39

(Note: You have now recuperated your investment w/profit)

Receive 2 additional Players Club Points

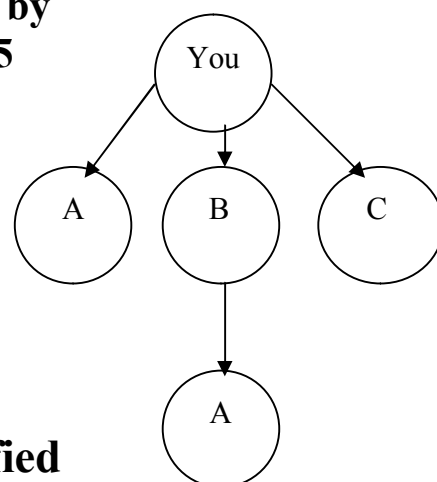


Step 3 – Help 1 do the same

Help: One of your Associates Fast Start Qualify by
Recruiting one \$149.00 Associate with the \$35.95
 Membership, attending F.S. class and selling
 2 more memberships within their first 30 days

Congratulations: You have now advanced
 To Associate level and will receive \$103.70 on
 Every \$35.95 sale you make

Bonus: You are now Players Club 5 Qualified



HOW TO PLAYERS CLUB QUALIFY?



All it takes to qualify is 5 points per month for 12 months

How to get Points:

| | |
|--------------------|---|
| Sell Membership | 1 |
| Recruit Assoc. | 1 |
| F\$ Promote Assoc. | 1 |

To Earn Vacation:

Must Qualify
Jan-Dec

To get Car Bonus:

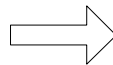
1st Yr. **\$300**
2nd Yr. **\$400**
3rd Yr. **\$500**
4th Yr. **\$500**
5TH Yr. **\$500** etc...

MEMORY JOGGER

To help you create your names list, read over the following memory joggers and write down the name of everyone who comes to mind. Writing down every name that comes to mind frees your brain from prejudging people. If a name comes to mind, don't think about it, just write it down. It often helps to have someone read the following memory joggers to you so that you can focus solely on writing down names.

The Members of Your Family

- Father, Mother and Grandparents
- Children, Brothers, Sisters and Cousins.
- Aunts, Uncles, Nieces and Nephews.
- Previous Relationships.
- List of acquaintances available.



Not just yours, but those of your spouse, your best friend, your children's in-laws, even relatives of previous relationships. List them all.

Those You Associate with Regularly

- Friends and Neighbors, people you work with, or used to work with.
- People who are retired, members of your Church or Sunday school class.
- Members of your gym, yoga class, meditation group, book club, etc.
- People who share your hobbies, sports, or extracurricular activities.

Those You Do Business with

- Doctor, lawyer, barber, grocer, gas attendant, video store clerk.
- Dry cleaner, postal carrier, beautician, jeweler, and waiter/waitress.
- Pet sitter, pet groomer, kennel and pet store employees, veterinarian.
- Your insurance agents: car, life, home, renter, medical, pet, boat etc.
- Financial consultant, debt consolidator, real estate agent, broker, franchisor.
- Office machine salespeople, car salespeople and all other areas of sales.
- Anybody you do business with. (Do business with people who do business with you!)

MY PROSPECT LIST

| | NAME | PHONE | | NAME | PHONE |
|----|------|-------|----|------|-------|
| 1 | | | 26 | | |
| 2 | | | 27 | | |
| 3 | | | 28 | | |
| 4 | | | 29 | | |
| 5 | | | 30 | | |
| 6 | | | 31 | | |
| 7 | | | 32 | | |
| 8 | | | 33 | | |
| 9 | | | 34 | | |
| 10 | | | 35 | | |
| 11 | | | 36 | | |
| 12 | | | 37 | | |
| 13 | | | 38 | | |
| 14 | | | 39 | | |
| 15 | | | 40 | | |
| 16 | | | 41 | | |
| 17 | | | 42 | | |
| 18 | | | 43 | | |
| 19 | | | 44 | | |
| 20 | | | 45 | | |
| 21 | | | 46 | | |
| 22 | | | 47 | | |
| 23 | | | 48 | | |
| 24 | | | 49 | | |
| 25 | | | 50 | | |

3RD PARTY SYSTEM

*****I M P O R T A N T !!!*****

What makes 3RD party work is edification! **This is IMPORTANT and VITAL to your success!!!** **Edifying**, is simply saying something good to your prospect about a 3rd Person you are working with or the Tools you are sharing with them. This step insures that everything your **EXPERT (3rd Party Person)** says to your prospect will be taken at a higher degree of value & importance. More than likely, the prospect does not know the **Expert**. It is because of this that we can introduce this 3rd Person as an **EXPERT** with 'instant' credibility to your prospect. Don't fabricate or lie! Be genuine. **ALWAYS** edify your leadership and the tools you are distributing. **SUCCESS TIP "Allow the 3rd party to do the explaining and Inviting and you will win!"**

1ST PARTY MISTAKE

You



Your Prospect



Attempt to present and explain everything to:



This **DOES NOT** duplicate because:

- You **don't** have experience or **credibility** with Pre-Paid Legal-Yet!
- You **don't** want to have someone **NOT** join our business because of **YOU** and your inexperience or lack of credibility.
- **3rd party** takes the pressure and responsibility off of you.
Doesn't that feel better?
- To have lasting **Success** in Pre-Paid Legal Services *it's crucial* that you use **3rd party** support and teach every new associate in your team the same thing!

3RD PARTY WORKS

You



Your Prospect



Trust each other!



Are working together as a Team! Also, as a new associate you will always have guidance and support from your Sponsor/Up-line/Expert and the Tools utilized in Team recruiting!

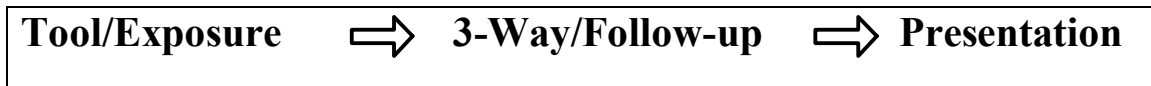
Will listen to the 3rd Party Expert or Tool being edified!



Sponsor/Expert

5.

3-STEP RECRUITING SYSTEM



| | | |
|---|---|---|
| <ul style="list-style-type: none"> • Magazine & DVD • Personal Website • Pre-Recorded Business Overview <p># _____</p> | <p>“With your Sponsor ” <u>Up-line or team workout partner</u></p> <p>Note: Don’t explain, answer questions or invite the prospect anywhere. The 3-way call Expert will do that for you!</p> | <ul style="list-style-type: none"> • Sit-down • P.B.R. • Business Briefing |
|---|---|---|

1. Tool/Exposure: Have prospect read information and/or watch DVD

Sample Script: Hello Dave, how are you? **Great!** “Listen I just started my own home based business with a 40 year old company that is expanding in the area looking for people who would like to earn an extra \$500-1000 a month part-time or more full-time. Would you be interested in getting more information? **Great!** I have something important I want to show you, it will only take about 15 minutes to review it, and by the way you may or may not be interested but I will get this information out to you right away!

After you hand out or mail your prospect the information ask: Dave what time can I call you tomorrow to see if you are interested in this opportunity?” Once you get an answer respond, **Great!** “I’ll talk with you soon, good-bye!” Make sure to keep your follow-up appointment! Once your prospect has reviewed the information and is interested in getting further Information you may proceed to step 2.

2. 3-way/Follow-up: Once your prospect has reviewed the material and is interested in getting further information... **Follow-up w/your Expert!** *****Very important for new Associates... Don't miss this step!*****

DON'T ASK YOUR PROSPECT IF YOU CAN DO A “3- WAY CALL.” - JUST DO IT!
Call your Sponsor/Expert or Team work out partner ahead of time to ask if they can be available for follow-up. Call back with your prospect on the phone at the specified time and ask the following:

“Dave what did you like best about what you’ve reviewed?” **Great!** My business partner Mr. /Mrs. Carmelo Flores is one of the top business builders with Pre-Paid Legal Services. He/she is a Director with the company and is extremely busy but very down to earth. I have already told him/her about you, hold on and let me get him/her on the line.

Press Flash on your phone and dial the Expert’s phone #. Once you connect, inform the expert that you’ve got your prospect on the line, **press flash again** and introduce them to each other! *At this point stay quiet and don’t interrupt.* Allow the Expert to do all of the talking and inviting. The Expert should follow the “3-Way Call Expert Script” and ask you to add any comments at the end. At this point, edify your Prospect to the Expert and thank the Expert for their support!

Finally conclude the call with:

“Dave here is the/my address: _____. Did you get that OK? **Great!** See you (Day of week) afternoon/night!”

Important: Everything has been set, do not attempt to answer any further questions or explain anything else at this point! Your prospect has already accepted the invitation to your house, restaurant or hotel to see the Presentation being conducted by the Expert! “You need to get off the phone!”

3. Presentation/Show: Sit-down, PBR or Business Briefing!

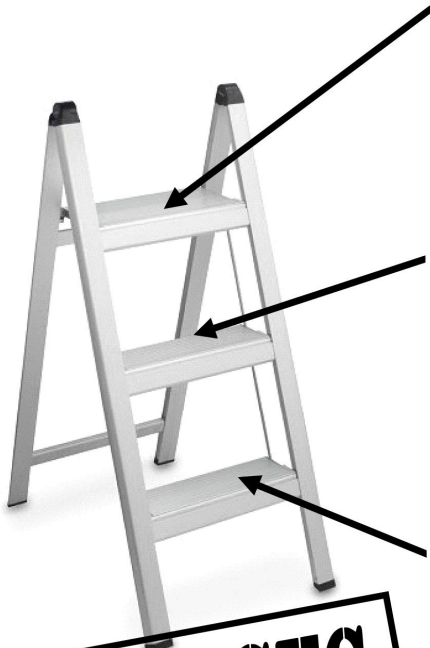
By now the **Expert** will have invited your guest to a (_____) Presentation. Make sure you are on time and follow the Meeting Etiquette. After the presentation ends apply the 3-Question Close and sign them up! Finally, schedule their first Sit-down or PBR. (Grand Opening)

6-Level Team Building System

“Are you ready to step up to success?”

Rule #1: You cannot move from one step to the next until you have completed every requirement in the stage you are in.

Rule #2: Do not attempt to teach what you have not done. In order to teach, you must do it first!



Level 6

- Go over the Executive plus Game plan
- You must contact your Platinum Executive Director or Carmelo Flores to receive this “Top-Secret” information...

Level 5

- Go over the Director Game Plan
- Teach Steps 1-4 to all of your Associates
- Continue to Qualify for the Players Club
- Continue supporting newer Associates to Fast Start Qualify
- Identify your top 3 Managers that want to go Director and Support them to the D-25 and D-50 Positions
- Promote to the Executive Director Level

Level 4

- Go over the Manager Game Plan
- Continue to Qualify for the Players Club
- Help three of your front line Sr. Associates promote to The Manager level, this will promote you to Director

Level 3

- Go over the Senior Associate Game Plan
- Teach level 1 to your New Jr. Associates
- Hold Sit-downs and P.B.R.'s for your New Jr. Associates
- Continue to Qualify for the Players Club
- Attend Fast Start Class with your New Jr. Associates
- Help 3 front line Associates promote to Sr. Associate, This will promote you to the Manager level

Level 2

- Go over the Associate Game Plan
- Help three of your front line Jr. Associates Fast Start qualify for you to promote to the Senior Associate level

Level 1

- Go over the G.P.S. Game Plan Sit-down w/sponsor
- Conduct first Sit-down Presentation and Recruit your first Member/Associate
- Attend the Fast Start Class
- Conduct your first Private Business Reception P.B.R. and sell two more memberships within 30 Days of enrolling, this will Fast Start qualify you And promote you to the Associate level

“Run the *Basix System* and the System will build your Business”

Preparing your in home PBR

*Imagine buying a restaurant or opening your own store. You'd invite all of your friends and family to your "Grand Opening," right? A **Private Business Reception** is just that and has been found to be the most effective way of exposing your warm market (people you know) to the opportunity quickly using the **3rd Party System**. You are simply the **co-inviter**. Your Sponsor / Up-line **EXPERT** will do the Inviting and Presentation.*

What to Do First:

- Set the date for your first PBR. Date: _____ Time: _____.
- Set the date for a 'back-up' PBR 5-7 days later. Date: _____ Time: _____.
- Contact the TOP 25 prospects on your list of names. (**Only about 1/3 will show up.**)

What to Set-Up:

- **Don't add extra chairs**; leave your home as it always is and only add chairs as needed.
- Keep it simple. Make it easy to duplicate; Chips, dip, soda, cookies etc. **NO MEALS!**
- Have brochures, member/associate applications and temporary member kits readily available. This way, there will be no surprises when you invite them to get involved.
- Turn off the TV and other distractions & play upbeat music to create energy in the room.
- Dress should be business casual, no ties! You want a relaxed look and feeling.
- Refreshments are to be served after the presentation, **remember keep it light!**
- Please – No cute kids, no cute pets, no phones, it's hard to compete with distractions!
- No smoking, no alcohol & please no drama. This is after all a Business!
- Call your prospects 24 hours in advance to remind and confirm their attendance.

How to Introduce the Expert:

- The Host opens the meeting, welcomes everyone and shares their story about why they joined PPL. Finally, the host thanks, welcomes and introduces the Expert.
- e.g. **"Friends and Family, we are going to go ahead and get started. It's great to have everyone present tonight. I'm excited about what our Director/Expert will be sharing with us today! I hope you see something in it for yourself. We are so fortunate to have one of the top leaders with the company here with us tonight. Dave is one of the most respected business builders with Pre Paid Legal Services. He has been working with me/us personally and I appreciate all of his/her support. Please give him/her your full-attention. At this time help me welcome Mr. Dave Savula."**
- **Expert:** Will give a small background of him/her self.
- Will play the DVD of choice.
- Will tell the "If You Were My Attorney story."
- Will go over the Compensation plan and Timing.
- Will sell the Dream. "Time and Financial Freedom."
- Will promote the simplicity of the tools and "Basix system."
- The Presentation and close should take approximately 1 hour.
- Take a break and let anyone not signing up know that they're free to go!
- Schedule into your calendar a Sit-down or PBR for each new associate that joins!

Note: 2/3 of your confirmed guests will cancel at last-minute, flake out or simply not show up. **That's life!** Plan for it. Over-invite and create value for them to be there!

Meeting Etiquette

DRESS FOR SUCCESS – This is YOUR multi-million dollar business, so act like it! Dress like you are meeting with Donald Trump or Bill Gates. Make sure you wear your Sunday best & inform guests about appropriate attire as well, they need to see successful looking people. Suits and dresses preferred.

NO KIDS – Please understand this is a business meeting; would you take your kids to a job interview? Of course not! Kids are too cute and they steal people's attention away from the presenter and tend to act up or cry and cause a scene. No exceptions, including guests.

ARRIVE EARLY- The Pre-Meeting is a very important part. This is where your prospect can catch the energy and good vibes from the excited associates. Offer your prospect a glass of water and introduce them around so that the family atmosphere may absorb them.

CONTRIBUTE TO ROOM COSTS – Associates contribute to help pay for the high cost of renting a meeting room so that you may have a nice place to bring your guests to see a professional presentation. Everyone must contribute this small fee to keep the meeting going. If you sneak in without contributing it hurt's everyone's business, especially yours.

BRING ONLY A POSITIVE ATTITUDE- Leave your problems in the car. Talk should only be about how awesome this business is, how much money is being made, success stories, how it's changed your life. No "shop talk" about lost applications, guests not showing up etc.

DO NOT WAIT IN THE LOBBY FOR YOUR GUESTS – This sends the message that you "need" them. You appear desperate. Your guests can find the room, and if not, they may not be good prospects. They need to feel like they are lucky to be invited to be a part of this awesome opportunity.

NO SEAT SAVING – You get there on time, you get the good seats. The best seats are up front. We call them the Millionaires Rows; empty seats in the first few rows make the whole meeting look bad. Get your guests up front into the mix. No waving to your latecomers as they enter...don't even be looking at the door. Participate and watch the presentation like it's your first time.

TURN OFF CELL PHONES – A cell phone ringing during the presentation is a major distraction to the speaker, the guests and the team. Please turn them off for one hour, and encourage your guests to do the same before they enter the room. You don't want them to be embarrassed should their phone ring during the presentation.

NO TALKING DURING THE PRESENTATION – You belittle the credibility of the speaker if you answer your prospects questions during the presentation. Plus, you distract everyone else and the speaker can lose their concentration. Just ssshhh your guest and point their attention back to the speaker. Never get up once the presentation has begun – unless there is an emergency of course!

PARTICIPATE! – If the team in the audience is not laughing at the jokes, raising their hands when asked questions and sitting forward the speaker will not be able to perform at their best. This hurts your business. Contribute to the positive energy and watch your sign-up ratio increase. Elbow your guests if they are not participating and encourage them as well. **If you're asked to share a testimonial on stage during the presentation, stay within 20-30 seconds maximum & only state:**

1. Your name
2. What you do for a living
3. What Pre Paid Legal has done for you/family!

STAY SEATED FOR 60 SECONDS & CIRCLE-UP – When the presentation is finished, the music will come on immediately. At this time stay seated with your guests for 60 seconds and turn to them and ask, "What excited you most about what you just saw?" If the guest is interested in joining us, escort them to the front to meet the speaker or the speaker may walk up to greet people in the circle-ups to answer questions! If your guest is further interested, have the speaker or a team leader apply the '3-question close' and sign them up! Finally, ask the speaker to please perform the pinning ceremony for the new associate and have the entire family welcome them! *If your guest is not interested at all, escort them out of the room ASAP so that they don't spoil it for the guests that are interested!*

ALWAYS PROMOTE THE NEXT EVENT – The purpose of any event is to promote the next event. So as a team player, go around and talk up the next event big time, and get people to take the flyers. Act like the next one is the biggest & best event PPL has ever had in the area...

WEEKLY SCHEDULE

| Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|---|---|--|--|--|--|---|
| Schedule a PBR or Sit-down presentation | Team Conference Call. Call your Up-line for Conference time, # & PIN | Check Calendar to see if there is a Briefing in your area, schedule a PBR or Sit-down. | Check Calendar to see if there is a Briefing in your area, schedule a PBR or Sit-down. | Check Calendar to see if there is a Briefing in your area, schedule a PBR or Sit-down. | Check Calendar to see if there is a Briefing in your area, schedule a PBR or Sit-down. | Check Calendar to see if there is a Team Training, Master Mind Session or Schedule a PBR or Sit-down. |

Schedule your Briefing, PBR, Sit-down, Team Conference Call and Team Training etc.

| Time | SUN | MON | TUES | WED | THUR | FRI | SAT |
|-------------------|-----|-----|------|-----|------|-----|-----|
| 6-7A.M. | | | | | | | |
| 7-8 A.M. | | | | | | | |
| 8-9 A.M. | | | | | | | |
| 9-10 A.M. | | | | | | | |
| 10-11 A.M. | | | | | | | |
| 11 A.M. – 12 Noon | | | | | | | |
| 12-1 P.M. | | | | | | | |
| 1-2 P.M. | | | | | | | |
| 2-3 P.M. | | | | | | | |
| 3-4 P.M. | | | | | | | |
| 4-5 P.M. | | | | | | | |
| 5-6 P.M. | | | | | | | |
| 6-7 P.M. | | | | | | | |
| 7-8 P.M. | | | | | | | |
| 8-9 P.M. | | | | | | | |
| 9-10 P.M. | | | | | | | |
| 10-11 P.M. | | | | | | | |

CHECKLIST

1. Call marketing services ... 580-436-7424
 - ___ 1st Ask for your Associate Number and 4-digit pin code
 - ___ 2nd Add your e-mail address to the PPL e-mail system
 - ___ 3rd Learn how to use the I.V.R. system at 1-800-699-9004
2. Activate your "Personal Website." E-Service is only \$19.95 a month
 - ___ 1st Log onto www.prepaidlegal.com (Will receive the *Connection Magazine* monthly)
 - ___ 2nd Click on-Associates only and click on create an account
3. When your Associate Kit arrives in the mail
 - ___ 1st Start listening to the Training CD's and read the "Success Guide Manual" on CD Rom.
 - ___ 2nd Go over the other training material included in your New Associate kit.
4. Order 3-way calling for your home & cell phone, if you don't already have it
5. Order tools and supplies from Video Plus and Prepaid Legal Services
www.ppltools-videoplus.com 1800.388.3884 and Prepaid Legal 580.436.7424
6. Order Business Cards. Go to www.jfaonline.com or call 866-532-6654
7. Go to www.teamplatinumvision.com and familiarize yourself with our team support site.
8. Use your Membership ASAP! It builds Belief in our Service!
"Fill out your Will questionnaire and mail it in to your law firm as soon as possible!"

YOUR SUPPORT TEAM

Sponsor: _____

Bus/Home: _____ Cell: _____ e-mail: _____

Director: _____

Bus/Home: _____ Cell: _____ e-mail: _____

Executive Director: _____

Bus/Home: _____ Cell: _____ e-mail: _____

Platinum Executive Director: Carmelo S. Flores

Phone: 951-786-7479 e-mail: carmelo@prepaidlegal.com

New Associate Information

Name: _____ Assoc. # _____

Spouse's Name: _____ D.O.B. _____ S-D.O.B. _____

Address: _____ City: _____

State _____ Zip _____ E-mail _____

Home # _____ Bus # _____ Work # _____

Cell # _____ S-Cell # _____ Fax # _____

Start date ___/___/___ Sr. Assoc. ___/___/___ Manager ___/___/___ Director ___/___/___

Goals & Dreams..... WHY! (What's Hurting You?)

Checklist:

- 1. Do a welcome call
- 2. Go over the G.P.S. Game Plan Sit-down
- 3. Conduct phone team with top 10 prospects
- 4. Make first Sit-down presentation
- 5. Participate on team conference call (Introduce)
- 6. Attend Fast Start class
- 7. Conduct first P.B.R. Private Business Reception
- 8. Fast Start Qualify (Advance to the Associate level)
- 9. Qualify for the Players Club
- 10. Attend first Business Briefing
- 11. Accompany new Associates to the Fast Start class
- 12. Attend local team training or other live event
- 13. Help new Associates Fast Start Qualify

(Now, repeat this process over and over and over...)

Notes:

“MY COMMITMENT”

I will commit to: “Build my Business/Future!”

- **7-10 Hours a week. (For part-timers.)**

- **1-Night a week...**
(PBR or Business Briefing)
Location: _____ **Time:** _____

- **1-Saturday a month...**
(Fast Start class, local team training or live event)
Date: __/__/__ **Location:** _____

- **3-Weekends a year...**
(Corporate or team conventions)
Date: __/__/__ **Location:** _____

- **Hand out 2-3 Magazines & DVD's a day to Qualified Prospects... (Must Follow-up)**

- **Participate on Weekly Team Conference Call...**
Day: _____ **Time:** _____

- **Conduct Sit-down presentations as often as possible throughout the day...**

“I will run the Basix System and the System will build my Business”

Signature _____ **Date** _____