

Sit-down Presentation Outline

What to bring:

- PPL Temporary Member Kit Folder, PPL Product Brochures and both Applications.
- PPL Facts Sheet, Compensation Plan and the What if you were my Attorney Story.

What to do first:

- Show genuine interest in your prospect, introduce your **Sponsor/Expert** and be quiet!
- Use this Outline, Comp Plan and Attorney Story in conjunction with the Brochures.

Tips: Point & read, keep it simple and stay within **30** minutes for the entire Presentation. E.g. **5** minutes on the Company, **10** minutes on the Service, **10** minutes to explain the Compensation Plan and **5** minutes on selling the dream: “Time and Money Freedom!”

1. Use the Facts Sheet to explain: The Company’s history, growth and credibility.

2. Share the Membership using: The “What if you were my Attorney story” and Ask: Do you see value in protecting your Family with this Membership for only \$36.

3. Business Opportunity: Our Business Opportunity is simple... “**Tell people about our membership**” and get paid up to \$252 for enrolling them in the \$35.95 mo. Plan.

4. Go over the Compensation Plan: The Company pays us in 3 ways!

1. **Personal Sales** (When you write memberships!)
2. **Overrides** (When other people in your team write memberships!!)
3. **Renewals** (Residual Income, Retirement Income!!!)

Bonus: Prepaid Legal pays us Daily! If you write only one membership per week at the manager level you will earn an Extra \$691 a month. How would you use it?

5. How to join? \$249.00 Start up fee! You receive: Business Starter Kit with training CDs/DVDs, brochures and applications. You also receive Corporate Office and Team Support along with a proven System: “The Basix System!”

At this point: Sell the Dream about helping people achieve Legal Freedom and in return being compensated with Time and Money Freedom! Share some of the Success Stories of Legal Eagle Executive Directors in the Profiles of Success Book!

6. 3-Question Close:

1. How much money do you need to earn part-time to make this business worth your while?
2. How many hours a week would you be willing to work your new business and for how many Months would you work your New Business to reach that income level?
3. If I could show you how to make \$_____ per month, working # _____ hrs. Per week, in the next _____ months, is there anything else you would need to know before we get started?