

# **WELCOME TO OUR TEAM!**

**Team Documents**  
*Updated October 5, 2004*

[www.powerteam.ws](http://www.powerteam.ws)

# Welcome!

Dear Pre-Paid Legal Associate:

It is indeed my pleasure to welcome you to our Pre-Paid Legal Team. I am proud that you have made such a positive decision to assist in the marketing of such a needed service. One of the keys to your success will be to develop discipline, which will help you reach your goals and obtain the income you desire. The first step in your new business will be to receive your promotion to Senior Associate. To be a Senior Associate you must recruit one associate and sell three memberships. I challenge you to quickly accomplish this goal. It will be the first chapter in your success story with Pre-Paid Legal.

Study carefully the training and information that you will receive. Our team, the home office, and I stand ready to assist you in obtaining each of your goals. Remember—your success depends on what you settle for. See you at the top!

Sincerely,

Mark H. Riches  
Senior Regional Vice President  
Platinum 6 Executive Director

# Stay Connected Stay Connected

Pre-Paid Legal Services, Inc. is moving at such a fast pace right now that no associate can afford to miss out any announcement, promotion, or other news that is released. It is VITAL to your business to get plugged in to what is happening nationwide! Below are some important ways to stay connected with Pre-Paid Legal!

1. Login to [www.prepaidlegal.com](http://www.prepaidlegal.com). Click on “Associates Only” and login. (If you have not yet created a login name, click “Create an account” and follow the instructions to create a new account.) Be sure that your email address is always correct with the home office.
2. Attend a Fast Start class in your area. Contact your Area Coordinator to find out when the next fast start class is scheduled. (Your area coordinator is listed in “My Statistics” on your Associates Only Website)
3. Attend your Weekly Business Briefing. There are hundreds of Business Briefings held every week nationwide. These Briefings are not just for you, but also for your prospects. Once again contact your Area Coordinator to find out where the meeting is held.
4. Participate on all team conference calls. These calls are an excellent source of information and training. A list of all teams calls is contained on the next page.
5. Attend every State, Regional and National Event. Contact your Regional Vice President regarding State and Regional events. Register for the national conventions by calling Marketing Services at (580) 436-7424. For information on team events please visit [www.powerteam.ws](http://www.powerteam.ws), under team events.



**“A courageous man finds a way, an ordinary man finds an excuse.”**

- favorite quote of  
Ronnie Willms, Executive Director  
Murfreesboro, TN

# Team Calls

Updated October 2004

## Team Huddle Call

**Every Monday**

**9:00 PM CST**

**865-362-4250 pin 1815#**

This 30 minute call is packed full of recognition, training, updates and promotion of events. This call is a very important call to keep you on track and focused.

## Friday Training Call

**Every Friday**

**8:00 AM CST**

**865-362-4250 pin 1312#**

This one hour call trains you on all the success systems and is hosted by our team's Executive Directors.

## Getting Started Call

**212-990-6146**

**Available 24 hours a day**

This call is a great call for every new associate.

**All team calls are recorded and available 24 hours a day at [www.powerteam.ws](http://www.powerteam.ws).**

## 24 Hour Sizzle & Training Calls

Mark Riches Recruiting Call	212-990-6124
Success System Calls- 3 different options	800-261-3214
Getting Started Call	212-990-6146
The ultimate First Exposure!	703-318-2198
2 minute IDT Call	703-318-2127
Recruiting Mom's Call	580-431-2826
John Outlaw Membership Call	916-537-2332
John Outlaw Opportunity Call	916-537-2331
Tony Petrill Opportunity Call	212-990-7049
Brian Carruthers PBR	800-479-7134
Brian Carruthers - Membership	800-479-5651
Darnell Self Recruiting Call	800-479-5887
Flip Chart Training Call	212-990-6147
John Hoffman Recruiting Call	973-854-1391

## Getting Started Right: The System!

Following this system has proven time and time again to be the **BEST** way to Launch your Pre-Paid Legal Business. Follow the system exactly, and you will be amazed at the results.

6. Make a **LIST** of everyone you know. Don't judge anyone - you do not know who they know. Use the memory jogger on page 6 of the team documents.
7. **SORT** your list into 3 categories:
  - (P) People you are comfortable inviting to your home for a private business reception (PBR)
  - (S) People who you can go see and do a 15 minute membership presentation (sit down)
  - (L) Your long distance contacts
8. **EXPOSE** Everyone on your list
  - A. Set up a date for your PBR. Start inviting from your list. Listen to the PBR training tape. Follow exactly how to do a PBR on pages 10 & 11 of these Team Documents.
  - B. Contact those people on your list who you are going to do a sit down with, follow the script on page 10 in the team documents.
  - C. Contact every Long Distance Prospect on your list. They can listen to a Success Conference Call or you may mail them a DVD/CD. See page 13 for details.
9. **FOLLOW UP** with Every Contact made within 24 hours. If your prospect expresses interest, be sure to get them on a three-way call.



“Sometimes, I feel that Pre-Paid Legal is a super highway with cars buzzing along at supersonic speeds. FORTY-EIGHT MILLIONAIRES have been created in the last TEN YEARS!! The Leaders know what they're doing! Not following this system is like going into the woods with a pocket-knife and trying to carve your own highway!”

-Mike Riches  
*Executive Director*  
*\$100,000 Ring Earner*

“Work is only when you are in front of or on the phone with a brand new person.”  
-Dave Gilday, Executive Director  
Cookeville, TN

# MEMORY JOGGER

## List of acquaintances already available

Christmas card list  
Address book  
Daytimer, planner  
List of fellow employees  
Church directory

## The members of your own family:

Father and Mother  
Father-In-Law and Mother-In-Law  
Grandparents  
Children  
Brothers and Sisters  
Aunts and Uncles  
Nieces and Nephews  
Cousins

## Those you do business with:

Doctor, lawyer, barber, merchants, grocer  
Gas station attendant, dry cleaner, postal worker  
Beauticians, jewelers, waiters/waitresses

## Those who are your closest friends with whom you associate regularly:

Friends and neighbors  
People you work with  
Church members  
Sunday school class members

## People you know who are in direct sales:

Business/office machine salespeople  
Insurance salespeople  
Car salespeople  
People you know who are decision-makers  
Business owners  
Human Resources Directors  
Office managers

## Those you have been associated with in the past :

Schoolmates  
Former co-workers  
People in your home town  
Military cohorts

## Those you meet in organizations or clubs

Civic groups, Rotary, Exchange, Jaycees  
Political clubs  
Lodge, Elks, Moose, etc.  
Missionary societies, brotherhood groups  
Merchants or farm organizations  
School groups, boosters, alumni, PTA, etc.

## Need more help? Who do you know in:

Accounting	Karate	Alabama *
Acting	Kindergarten	Arizona
Advertising	Laundries	Arkansas *
Aerobics	Lawn Care	California
Air Force	Lighting	Colorado
Animal Health	Livestock	Connecticut
Antiques	Leasing	Delaware
Apartment	Leather	Florida *
Architect	Mail	Georgia
Army	Management	Hawaii
Art	Mental Health	Idaho
Babysitters	Mortgages	Illinois *
Banking	Mobile Homes	Indiana
Barber	Museums	Iowa
Baseball	Mutual Funds	Kansas
Beauty Salon	Movie Theatres	Kentucky
Bicycles	Motels	Maine
Boats	Navy	Louisiana
Blinds	Newspaper	Maryland
Books	Nurses	Massachusetts *
Boys Club	Nutrition	Michigan
Bookkeeping	Oil Change	Minnesota
Cable TV	Orthodontists	Mississippi *
Cameras	Pets	Missouri
Camping	Pest Control	Montana
Crafts	Personnel	Nebraska *
Day Care	Perfume	Nevada
Delivery	Pedicures	New Hampshire
Dentists	Pediatrician	New Jersey
Designers	Painting	New Mexico
Detectives	Parking	New York
Diet Industry	Office Machines	North Carolina
Direct Mail	Office Furniture	North Dakota *
Disc Jockey	Police	Ohio
Doctors	Pre-Schools	Oklahoma
Driving Range	Publishers	Oregon
Dry Wall	Parties	Pennsylvania
Dry Cleaners	Perfume	Rhode Island
Education	Racing	South Carolina *
Electrician	Radios	South Dakota
Entertainment	Rental Agencies	Tennessee *
Eye Care	Roofing	Texas *
Government	Rest Homes	Utah
Firemen	Resorts	Vermont
Film Industry	Restaurants	Virginia *
Food Service	Real Estate	Washington
Florists	Sales	Washington DC
Gift Shops	Schools	West Virginia
Girl Scouts	Satellites	Wisconsin *
Gymnastics	Sewing	Wyoming
Farming	Secretaries	
Hair Care	Securities	
Helicopters	Screen Printing	
Hardware	Sheet Rock	
Handicapped	Signs	
Health Insurance	Skating	
Hearing Aids	Skiing	
Helicopters	Skin Care	
Hiking	Stereos	
Horses	Surgeons	
Hospitals	T-Shirts	
Hotels	Tanning Salons	
Hunting	Taxes	
Health Clubs	Teachers	
Ice Cream	Tennis	
Insurance	Telemarketing	
Investments	Theatres	
Janitor	Tile Layers	
Jewelry		

\*A License is required to sell a membership in these States.







# Game Plan Interview Checklist

1. I know where my weekly meeting is held and am committed to attend every week.
2. I know where my Fast Start training is held and am committed to attend.
3. I know how to access our team support calls. (See page 4).
4. I have made my Warm Market List and have sorted it using the P.S.L. System.
5. I have scheduled a Private Business Reception for (date)\_\_\_\_\_.
6. I understand how to approach someone to schedule a sit-down. (See page 12).
7. I am committed to making an exposure to all of my Long Distance Contacts.
8. I understand how to do a 3 way call with my support team.
9. I understand how to present the PPL membership and how to complete the application.
10. I have ordered my business cards at [www.jfaonline.com](http://www.jfaonline.com).
11. I understand the importance of personal development. I will begin by reading \_\_\_\_\_.

Signed: \_\_\_\_\_

Date: \_\_\_\_\_

## Weekly Briefing

## Fast Start Training

Day: \_\_\_\_\_

Date: \_\_\_\_\_

Location: \_\_\_\_\_

Location: \_\_\_\_\_

Time: \_\_\_\_\_

Time: \_\_\_\_\_

Cost: \_\_\_\_\_

**“More is lost by *indecision* than by *wrong* decision.”**

**-Dan Holman, Executive Director  
Sparta, TN**

**Winners never quit and quitters never win!**

# Launching Your Business with a PBR:

PBRs-- Private Business Reception (at your home, for example)--are a GREAT way to launch your business, or the business of someone on your team! PBR's are sweeping the nation right now in the world of PPL because, like Business Overviews, they are duplicable, and can be done by anyone, anywhere!

There are tools available for creating massive success in with PBR's, and here's what we recommend:

- \* PBR Training DVD – to order call Video Plus
- \* Team website – [www.powerteam.ws](http://www.powerteam.ws) – PBR page
- \* Never Before /Never Again DVD—to order, call Video Plus (\$3)

## THE INVITATION:

"Hi, \_\_\_\_\_! This is (*your name*), I've just got a sec and wanted to call and invite you to a Private Business Reception I'm having with a handful of sharp people! On (*date of your PBR*), we'll be going over information about this 30 year old NYSE company I just got involved with, and (*the name of your Expert*) has had great success and will be showing us how we can make a great income from home!. (*Edify or build up your Expert, so your guests will WANT to meet him/her*) "I've got to run, but it will just take an hour on (*date and time of your PBR*), can I COUNT ON YOU TO BE THERE? Great! By the way, I need a huge favor--(*your Expert*) will be at my place right before the event, and I don't want to serve warm sodas, can you please bring some ICE? Thanks!" (*People often go farther out of their way to bring the ice than they would to just SHOW UP.*)

### **If they want more information, say:**

"If I could explain everything to you right now, I would. I'm brand new, and I've got to run...when is a good time to call you tomorrow? I'll get you some info when we've got a few more minutes—I'm so excited about this!

(Then, when you call them back, 3-way call them into 973-854-1391.)

**When inviting for any event, the "rule of thumb" is to invite three times as many people as you'd like to have show up!**

*IMPORTANT!! The day of or the day before the PBR, do 3-way calls with your Expert to confirm each guest! Spend a moment with each person, and have your "expert" verbally reaffirm how excited they are to meet your friends!*

## THE BIG DAY:

- If you don't have an Expert joining you, have a speakerphone set up in your sitting area and have an Expert call in to do the presentation and close.
- Don't rearrange your furniture...keep it the way it is when friends come by. That way, if only a FEW people show up, it doesn't look like you were expecting a whole room full!
- Don't offer any alcoholic drinks...people won't be able to concentrate on business.
- Have snacks available like chips, sodas, cookies, etc.
- Have the Never Before/Never Again Video ready and right by the DVD Player, ready to play.
- Have both the Membership and Associate agreements out on a table, visible! Have open pens on top of them!
- Have PPL approved flyers out, like "It's to your Benefit", or "Why it's important to have a Will"
- Wear normal clothes, dress business casual.
- If possible, have your PBR Presentation Kit set up in the sitting area, or have a PPL Flip Chart out.
- As people arrive, get them something to hold--snacks and a drink.
- Get STARTED ON TIME!

## THE PBR PRESENTATION

"I really want to thank each of you for coming! I'm going to show a quick video which explains why I'm so excited! If you're interested, GREAT, and if you're not interested, that's GREAT, too.....but you probably know some people who WILL BE. We'll keep this short and simple, and then (*your Expert*) will share the best part!"

### 1) POWER PLAY PRESENTATION--

Push POWER, then push PLAY, and start the Never Before/Never Again DVD. Watch the video to show our own interest in learning more, and by YOUR watching it, everyone else will pay more attention. It's natural for your good friends to want to ask questions and interrupt the video....but don't let them. Encourage everyone to pay attention and NOT talk while the video is playing. Remind them that the video is short, will explain everything way better than you can, and questions will be answered at the end.

### 2) EXPERT TAKES OVER PRESENTATION--

Your Expert should QUICKLY explain the membership benefits and the compensation plan in a SIMPLE manner, focusing MORE on getting to Senior Associate than Executive Director--keep it real! Discuss personal retail income, override income and touch on residual income!

### 3) EXPERT CLOSES THE PRESENTATION--

3-Step Close: You're a 1, 2, or 3, pick a number!

*A #1 is "someone who doesn't think their family is worth \$35.95/mo, and doesn't want more income"*

*A #2 is "someone who wants the membership now, but may have questions about the opportunity"*

*A #3 is "someone who wants the membership, and an income with us working part-time"*

If someone is clearly not interested, thank them for their time, and immediately make plans to speak with them BY PHONE the next day to answer questions. Get them OUT of the room if they're negative, so they don't spoil anyone else's fun! The Expert should stay with the group, and the host should handle those who aren't interested. Follow up with them later.

### 4) PASS OUT AGREEMENTS TO EVERYONE,

Encourage them to fill them out:

*"Where do you want your Will Questionnaire sent? Fill in your address, and write legibly!"*

*"Fill out your checking information in section one, or your credit card information in section two"*

*"Make sure your kids living at home, under age 21, are on your agreement! They're covered, too!"*

### 5) KEEP IT FUN AND CASUAL

Don't sweat the small stuff! Just know that by doing a PBR, you're already doing more for your financial future than 95% of our population! MOST people aren't willing to CHANGE anything in life to get more out of it. Don't listen to opinions of those who haven't ALREADY created the lifestyle you want for yourself some day soon. If they aren't living it, they don't know how to get it!

"You have two ears and one mouth. You need to use them in that proportion when making a sale. Ask your prospect questions and then listen carefully. Find out what that person's hot buttons are and then tailor your presentation to fit that person. The person will give you all the information you need to close."

-Kimberly Ferris, Executive Director  
Buffalo, NY

# How to Do a Sit-Down

A *sit-down* is where you will meet a person and do a 15 minute presentation on the membership. The following script works excellently for scheduling sit-downs.

## INVITING TO THE SIT-DOWN - Call the person on the telephone and say:

“I’ve got something that has saved me a lot of money that I’d like to **SHOW** you.” *Notice we said show not tell. Obviously, you can’t show a person the membership information over the phone. They have to see it.*

“It will only take about **15 MINUTES** of your time.”

*People always have 15 minutes to spare. If you ask for more than that, they’ll have to stop and make a decision. And, it does only take 15 minutes to show someone the membership information and get them signed up.*

## **“YOU MAY OR MAY NOT BE INTERESTED.”**

*This relaxes your prospect. Not everyone is going to feel they need a membership and that is okay. YOUR job is to make sure they know it is available and how it can help them. THEIR job is to decide if they want it. So, make sure they know you just want to show them the information.*

If they ask “What is it?”

Answer by them by saying, “It’s 100% visual - I’ve got to come by and show it to you. During the sit-down you can use a flipchart (order from Marketing Services @ 580-436-7424 or Mark Riches @ 931-537-2230) or show the Equal Access video. Order from Video Plus @ 1-800-388-3884.

If they are uninterested, ask whom they know that might be interested.

## DOING THE SIT-DOWN

When you arrive at the sit-down be sure to use either a flip-chart or an Equal Access Video. *REMEMBER - Be the messenger, not the message!*

As soon as you finish the presentation, close the prospect by saying, “There are three payment options:

- 1) Credit Card Draft,
- 2) Checking Account Draft, and
- 3) Savings Account Draft.

Which would you prefer?”

## OPPORTUNITY PRESENTATION

Ask your new member for referrals. Get five or six names. Tell them how much money you just made; invite them to watch the “Never Before, Never Again” video. Invite them to a weekly briefing.

# Long Distance Contacts

There are three ways to approach your Long Distance Contact.

1. Mail a “Never Before, Never Again” CD or DVD to everyone on your Long Distance Contact List. Add a sticky note that says, “Look at this ASAP,” with your name. *Do not* include brochures or other literature. This is the most effective exposure for long distance contacts.

2. A very quick and effective way to expose someone to the Pre-Paid Legal opportunity is to have them call 1-800-261-3214, option #1 and listen to the **Success Call**. This call is available 24 hours a day and is especially convenient for Long Distance Prospects. (A prospect can also access this call online at [www.prepaidlegal.com/success](http://www.prepaidlegal.com/success).)

There is also a “**Success System Documents**”. This is available to download from your [prepaidlegal.com](http://prepaidlegal.com) “go” website or by “fax back” document at 1-800-699-9004.

3. Another good option is to send your prospect to your */info/* or */go/* website.

Be sure to follow up with every prospect to determine their interest level. Use **3-way calls** to help add credibility to the presentation and to close your prospect.



**“Pre-Paid Legal provides us the opportunity to live our lives with dignity,  
prosperity and passion.”**

**-Gregg Abrams, Executive Director  
Ballston Spa, NY**

## Using Three-Way Calls

Three Way Calls are an important key to your success as a Pre-Paid Legal Associate. Make sure you have the ability to do three-way calls by calling your phone company.

Your job in a three-way call is simply to edify the expert who will speak to your prospect. You should edify the expert BEFORE (s)he gets on the phone with your prospect. Below are some examples how you can always say to edify someone:

1. This person is leading a National Expansion Team
2. This person has 100% of the information
3. This person loves making money
4. This person loves having fun
5. Most importantly this person loves helping other people

Once you have edified the expert, get him/her on the phone with your prospect and then let them do the rest. In other words, once we have built up, it's time to shut up! ☺  
The expert's job is to confirm what you have said, tell their story, and then plug the prospect into the next event.

“Three way calls are not meant to expose your prospects. When they get on a three-way call, they should already have been exposed to Pre-Paid Legal by a tool of some sort, (Flipchart, Video, etc.), and you should already have followed up and found an interest from the prospect.

Busy schedules are often the #1 hindrance to recruiting professional people. With 3-way calls, we are virtually eliminating the "I don't have time" excuse. If I can expose them fully to the details of this business from the comfort of my own home, into the comfort of their own home, and do it in 15 minutes with the support of PPL experts, I have accomplished 3 things:

First, what they see me do to build my business is what they automatically assume is what they will need to do. With 3-way calls, I show a new prospect that if they can simply spend 30 minutes a day on the phone, they can do 2 exposures very easily and build a successful income stream.

Second, I show the new prospect by introducing this business to them with a 3-way call, that they DO NOT have to be an expert AT ALL! We have a team in place that is ready, willing and committed to helping them be successful. We are a teamwork based business, and we are designed for busy people.

Third, it allows me to gain access into their warm market leads VERY QUICKLY. Scheduling a PBR is great for the right person, but for certain individuals, specifically the professional, putting together an in home meeting doesn't happen quickly, easily, and comfortably. 3-way calls are quick, easy, and comfortable for a professional person, and can get momentum going right away.”

Jeremy Roma, Executive Director  
Lafayette, LA

# Cold Market Approach Script

Although each Associate starts his/her business using their warm market list, at some time during the launch of your business you will want to begin making contacts with people who you don't know (cold market).

The goal of making two exposures a day and duplicating this system throughout your Team will provide an endless list of contacts, and new Associates into your Team.

## *TWO A DAY APPROACH!*

1. Your goal is to hand out at least 2 CDs, DVDs or audio cassette tapes each and every day.
2. Always travel with two tools: your Pre-Paid Legal business cards and the tools. Make sure that you have your name, phone number, and Pre-Paid Legal website address on the tools. Order the stickers at [www.ipclables.com](http://www.ipclables.com) or you can order by phone @ 540-389-6541. You can order 500 peel and stick labels - size ½"x 2" for less than \$7.00.
3. This "Two-A-Day" activity can be accomplished during your normal activities each day. Look for sharp, personable people everywhere you go: restaurants, grocery stores, gas stations, etc.
4. Approach each person with a business card in hand stating, "Excuse me, I am a recruiter for one of the fastest growing companies on the New York Stock Exchange." Hand them your card. Next say, "We are expanding in this area and I was wondering if you or anyone you know is looking for extra income."
5. If they just take your card, thank them and move on. If they ask you for more information say, "I really don't have time to tell you about it right now. I think that I have a tape with me." (Begin checking your pocket or purse while you ask them if they have a CD/DVD player.
6. As you hand them the tape say, "Please keep this in a safe place until you can watch to it." This adds value. "Will you be able to watch it today?"
7. The last step is to say, "I can call you tomorrow and see if you have interest. What is a good time to call? What is your number? What is your name?"

## **\*\*\*THE SUCCESS IS IN THE FOLLOW-UP**

### ***WHEN YOU CALL THEM BACK***

1. Identify yourself, what company you are with, and where you met them.
2. Next ask them "I was wondering if you've had time to watch the CD that I gave you, because if so, I have a question that I wanted to ask you."
3. If they say, "No", ask them when they will have an opportunity to watch and then schedule a later time to call them again. It's okay to build curiosity just don't tell them the details; let the tool do that.
4. If they say, "Yes", ask them what they liked best about what they saw. From this conversation, schedule a 3-way call with someone in your support team.

"Remember: When making exposures to your warm market, (the people you know), the best tape to use is duct tape. Don't talk –just point, read or show a video. Don't be the expert!"  
-Mark Riches, Platinum 6 Executive Director

## Pre-Paid Legal Commission Breakdown

		<b>\$26.95 Individual Plan (\$17.00+\$9.95)</b>	<b>\$35.95 Individual Plan (\$26.00+\$9.95)</b>
Executive Director	Create a Director in 3 different legs and have 75 total sales, no more than 25 counting from any one leg	\$189.19	\$252.35
Director	Develop a Manager in 3 different legs	\$155.50	\$207.41
Manager	Develop three Sr. Associates, each in a different leg	\$129.58	\$172.84
Sr. Associate	Sell 5 memberships OR Recruit 1 associate and sell 3 memberships	\$103.66	\$138.27
Associate	Pay \$249.00 associate fee and start here.	\$77.76	\$103.71

Override commissions are based on based on the difference between your commission level and the associate level that produced the sale.

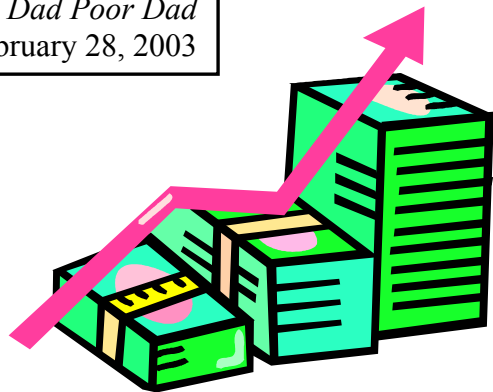
*For more information please download Documents 52532 and 52855 from Docs on Demand section of your PPL website.*

“I should have started your business (PPL) before I did my own!”

“Yours is the best Compensation plan I have ever seen!”

“Wealth potential is technically unlimited here with PPL!”

-Robert Kiyosaki, Author *Rich Dad Poor Dad*  
February 28, 2003





# 10 *Core Commitments*

## *The System of Systems*

- 1. Your *Getting Started* Game Plan**
- 2. Expose Two People a Day**
- 3. Attend Your Local Business Briefing**
- 4. Attend *Fast Start To Success* Training**
- 5. Send Out One Long Distance Packet Every Week**
- 6. Attend All Regional Super Saturdays**
- 7. Attend All Corporate Conferences**
- 8. Personal Development**
- 9. Find a Workout Partner**
- 10. Be Here a Year From Now**

**"A few SIMPLE DISCIPLINES practiced EVERY DAY will begin to CHANGE YOUR LIFE!!!"**

**-Jim Rhone**

# IN REVIEW

## Your 72 Hour Checklist

- Schedule a Game Plan Interview with your sponsor
- Complete a list of everyone you know and Sort it
- Schedule a PBR (Sooner is better than Later)
- Begin Doing Sit-Downs
- Begin Contacting your Long Distance Prospects
- Make Plans to Attend a Fast Start Training in your area
- Order Business Cards from [www.jfaonline.com](http://www.jfaonline.com)
- Attend/Make plans to attend a Weekly Business Briefing
- Begin a Personal Development course. We recommend starting by reading or re-reading “How to Win Friends and Influence People” by Dale Carnegie and “Think and Grow Rich” by Napoleon Hill.

“Your success depends on what you settle for. Some people settle for the table scraps when they could own the whole palace.”

-Mark Riches, Platinum 6 Executive Director