

10

Pre-Paid Legal Services, Inc., Associates **Core Commitments**

There are **10 COMMITMENTS** you need to make if you want to achieve a high level of success in this business. Every leader in the field has taken the **10 Core Commitments** and built his or her business around them.

- 1. Commit To The Process**
 - ▶ Get started immediately
 - ▶ Watch and learn as your sponsor makes presentations to your prospects
 - ▶ Advance to Associate as soon as possible and get your first raise
 - ▶ Advance to Manager and position yourself to advance to Director and beyond
- 2. Go Through the *Getting Started Right* book (the game plan interview with your upline)**
 - ▶ Use your membership and get your will prepared
 - ▶ Immediately make your list and schedule a Private Business Reception (PBR)
 - ▶ As soon as you receive your introductory kit, listen to the training CDs and read your *Success Guide*
- 3. Commit To At Least TWO Exposures A Day if working part time or at least THREE to FIVE a day if full time**
 - ▶ Focus on third-party tools
 - ▶ Send out at least one long distance package per week
- 4. Get Connected Through Communication**
 - ▶ Televox, email, The Connection, Associate website
 - ▶ Participate on weekly team conference calls
 - ▶ Listen to weekly Corporate Office conference calls
- 5. Attend Your Local Weekly Business Briefing**
 - ▶ 52-week commitment
- 6. Attend all Regional/Super Saturday Events in your area with your Associates**
 - ▶ Business presentation to recruit your prospects
 - ▶ Training to teach you how to build your business
- 7. Attend all Major Corporate events with your Associates**
 - ▶ Advanced Product Trainings (APT) - held quarterly
 - ▶ Conventions - held twice a year
- 8. Commit to Personal Development**
 - ▶ Positive books, audios and DVDs
 - ▶ Associate with the right people and those more successful than you
- 9. Find a Workout Partner**
 - ▶ Someone you can depend on for accountability, motivation and activity
 - ▶ Someone who will make you stretch for more
- 10. Be Here A Year From Now**
 - ▶ And commit to the other nine Core Commitments