



**Make  
every day  
one step  
closer  
to your  
goals.**

*The  
90-day  
Sprint*

**LegalShield™**  
Worry Less. Live More.

# Make every day one step closer to your goals.

## The 90-day Sprint

It's time to take the tools launched at the *Destiny Now!* convention and put them to work for you! This is your 90-day sprint that will change your life. We're not asking you to run a marathon—just to get in the blocks come out sprinting. You'll be surprised how fast you can go with the new way of doing business. This stat-tracking sheet will help you do that.

### Set Your Goals

This sheet breaks down the activities that yield LegalShield<sup>sm</sup> success. Set your goals and then keep track of them as you go. The launch of the new hub site, corporate site, videos, and all other collateral at *Destiny Now!* will make your job more focused, more efficient and easier than ever! There's no more worry about explaining our product and no more fear of failure.

### Focus on Exposures and Follow Up

Exposures and Follow Up function as the engine that will drive you to achieving all your goals, small and large, with LegalShield<sup>sm</sup>.

#### Exposures

**What is an exposure?** It is a daily interaction you have at the school gate, at work, at church. More or less anytime you are engaged in a conversation. And it is just that, as a network marketer you are making social connections all the time. If and when the conversation comes around to LegalShield<sup>sm</sup> you now have a great opportunity to offer your potential member an easy way to check out in their own time what you have to offer. And don't forget, they "may or may not be interested".

**How many?** We recommend trying 2 exposures per day. We know 2 exposures are not many, and we know some of you may do more. So what's your level? We suggest you target 3 times more than you normally do. Why? Because we think you will find it three times easier than you did before and we're sure you'll experience 3 times the results.

**OBJECTIVE #1: There is no conversation unless someone starts it!**



## The 90-day Sprint

**OBJECTIVE #2: Mention LegalShield<sup>sm</sup>.** Don't be hasty and don't be pushy. You are a first-rate sales associate offering to help the potential member discover the benefits at LegalShield<sup>sm</sup> on the web for themselves. So LegalShield<sup>sm</sup> should flow naturally into the conversation.



**OBJECTIVE #3: Help them to get what they need from the website.** After you have made them aware of where the website is you have done your job: let the website do the work for you. But remember, it will help if you can guide them where to look. A customized experience is always preferable.





### **OBJECTIVE #4: Communicate with them in the way they would prefer.**

Or, if that makes you feel uncomfortable at least communicate with them in a way that makes you comfortable, because you owe it to them to follow up and make sure that everything is OK.

Or, in the unlikely event that they are unwilling to give you their contact information, at least leave them with your business card.

“What’s the best way for me to send this link to you?”

“Let me send a link to your e-mail.”

“Can I text you with a link?”



**OBJECTIVE #5: Follow up.** If you have done this right they will expect you to follow up. So use text, phone or e-mail and follow up like the class act that you are. Remember they “may or may not be interested.” So you are offering help.

Keep following up until you reach a natural conclusion. This is not being pushy, it’s just helping them make the right call. If they decide not to buy it, you are always there if they change their mind. You will not be rejected. If the website could not persuade them that is not your fault. And if you handle yourself well, they may well be back. The evidence is it takes a number of visits to a website before the purchase decision is made.

“What did you think?”

“Did you get answers to all your questions?”

“Did you understand everything?”

“Do you have any other questions?”



**More Advice**

How to succeed in business:

1. Create the goals that will motivate you day and night.
2. Share your goals with your family, and help them see the big picture of what you're after, and why it will be good for them, too.
3. Get out a calendar and plan the next three months. Put in the big stuff first (Super Saturdays, briefings, etc.). Then start adding the other activities (PBRs, PCCs, sit downs, three-way calls). Block out your LegalShield<sup>sm</sup> time so that it is protected and maximized.
4. Choose a workout partner in LegalShield. This should be someone who will push and uplift you, and hold you accountable to your goals. You will reciprocate for them.
5. Set your goals for everything on this tracking sheet. These are the step-by-step goals that will get you to your bigger goals.
6. Read, listen to, or watch something motivational every day.
7. Celebrate every success along the way. Every success. Even the little stuff.

**A Final Word**

Success is rooted in habits. The activities that you consistently perform for the next 90 days will become habits. You are, in other words, now programming yourself for lasting success. Success is not found in convenience. You will be tempted, perhaps, to skip a day's goals. That's OK. The desire to achieve your goals, paired with the power of these new tools, will empower you to overcome all obstacles and enjoy the journey as you go. We are excited for you and look forward to seeing how this sprint will change your life!



# The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 1													
GOAL													
DAY 1													
DAY 2													
DAY 3													
DAY 4													
DAY 5													
DAY 6													
DAY 7													
TOTAL													

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 2													
GOAL													
DAY 8													
DAY 9													
DAY 10													
DAY 11													
DAY 12													
DAY 13													
DAY 14													
TOTAL													



# The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 3													
GOAL													
DAY 15													
DAY 16													
DAY 17													
DAY 18													
DAY 19													
DAY 20													
DAY 21													
TOTAL													

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 4													
GOAL													
DAY 22													
DAY 23													
DAY 24													
DAY 25													
DAY 26													
DAY 27													
DAY 28													
TOTAL													

MONTHLY  
BONUS

PCQ - 10 pts.  
Complete Personal Development Book - 10 pts.

MONTHLY TOTAL



# The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 5													
GOAL													
DAY 29													
DAY 30													
DAY 31													
DAY 32													
DAY 33													
DAY 34													
DAY 35													
TOTAL													

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 6													
GOAL													
DAY 36													
DAY 37													
DAY 38													
DAY 39													
DAY 40													
DAY 41													
DAY 42													
TOTAL													





# The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 7													
GOAL													
DAY 43													
DAY 44													
DAY 45													
DAY 46													
DAY 47													
DAY 48													
DAY 49													
TOTAL													

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 8													
GOAL													
DAY 50													
DAY 51													
DAY 52													
DAY 53													
DAY 54													
DAY 55													
DAY 56													
TOTAL													

MONTHLY  
BONUS

PCQ - 10 pts.  
Complete Personal Development Book - 10 pts.

MONTHLY TOTAL



# The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 9													
GOAL													
DAY 57													
DAY 58													
DAY 59													
DAY 60													
DAY 61													
DAY 62													
DAY 63													
TOTAL													

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 10													
GOAL													
DAY 64													
DAY 65													
DAY 66													
DAY 67													
DAY 68													
DAY 69													
DAY 70													
TOTAL													



# The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 11													
GOAL													
DAY 71													
DAY 72													
DAY 73													
DAY 74													
DAY 75													
DAY 76													
DAY 77													
TOTAL													

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 12													
GOAL													
DAY 78													
DAY 79													
DAY 80													
DAY 81													
DAY 82													
DAY 83													
DAY 84													
TOTAL													

MONTHLY  
BONUS

PCQ - 10 pts.  
Complete Personal Development Book - 10 pts.

MONTHLY TOTAL



## The 90-day Sprint Stat-tracking Sheet

POINTS	1	3	2	2	2	2+	3	3	2 - 4	1			
	<b>New Exposures</b> Say hi, and build rapport Send them to the website Target 2 or more a day (or 3 times more than your normal activity, because its 3 times easier)	<b>Follow Ups</b> Do it with quality They may or may not be interested Make sure that all their questions are addressed They will likely want to visit the web numerous times... tell them they are welcome	3-ways	LD Packs	Sit Downs	Briefing/ Lunch Attend - 2 Guest - 2	PBR	PCC	Training Basic - 2 SS - 4 Other - 2	Team Call	Total	Sales	Recruits
WEEK 13													
GOAL													
DAY 85													
DAY 86													
DAY 87													
DAY 88													
DAY 89													
DAY 90													
TOTAL													



## The 90-day Sprint (July 15) "Finish Line"

- ☐ New Recruits (Personal)
- ☐ New Sales (Personal)
- ☐ Rank/Achievement \_\_\_\_\_
- ☐ Monthly Income Level \$ \_\_\_\_\_

**MONTHLY  
BONUS**

PCQ - 10 pts.  
Complete Personal Development Book - 10 pts.

**MONTHLY TOTAL**

