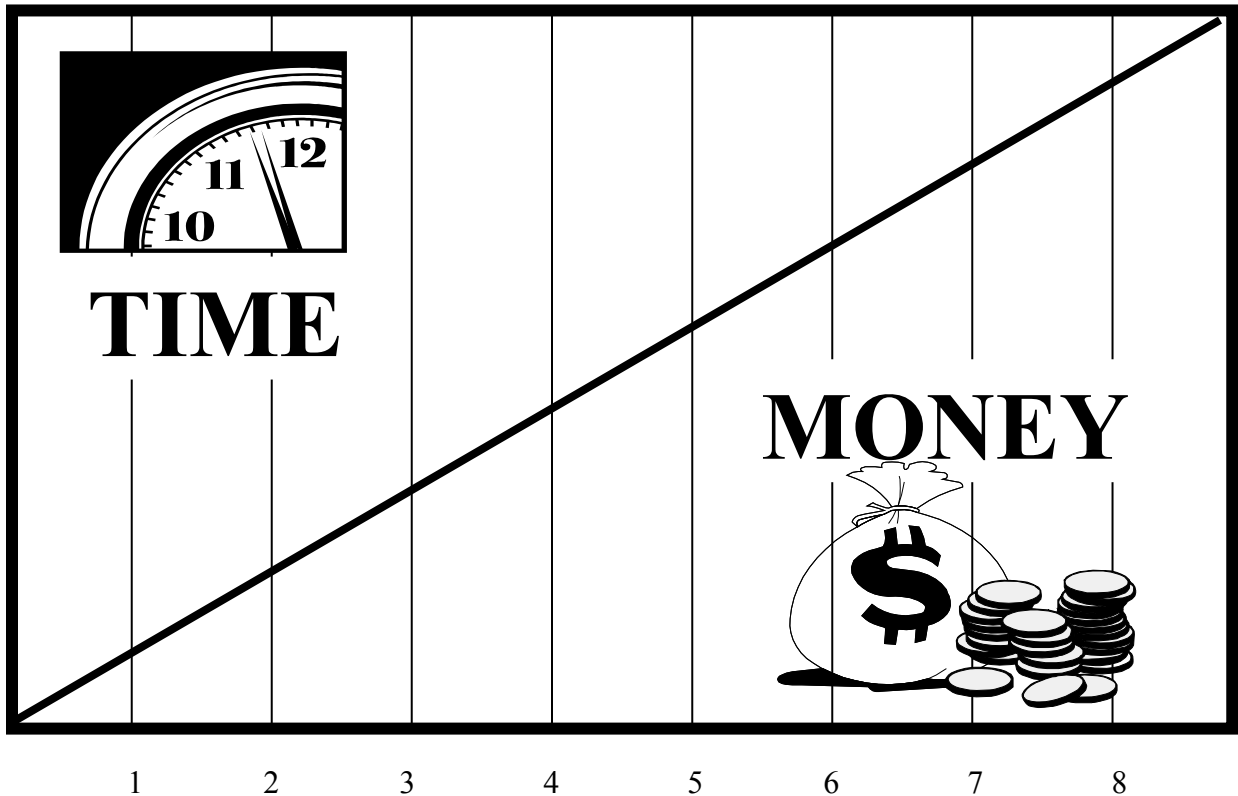


## Time vs Money in Pre-Paid Legal Services



Understand that in this business, there is a relationship between

## **TIME & MONEY**

- In the beginning, you will invest a lot of TIME without earning a lot of MONEY!
- But in the end, you can earn a lot of MONEY without investing a lot of TIME!

**CAN YOU SEE THAT IT IS WORTH IT?**

# THE SUCCESS THEORY

## ***“Excitement Phase”-***

1. You KNOW you can do this business.
2. You can see what you want: your dreams – the friends you can help.

## ***“Self-Doubt Phase”- You begin to doubt yourself because:***

1. Frustration – Low attendance at meetings.
2. Negative people and their lack of commitment
3. Dream stealers who put you down for thinking BIG!

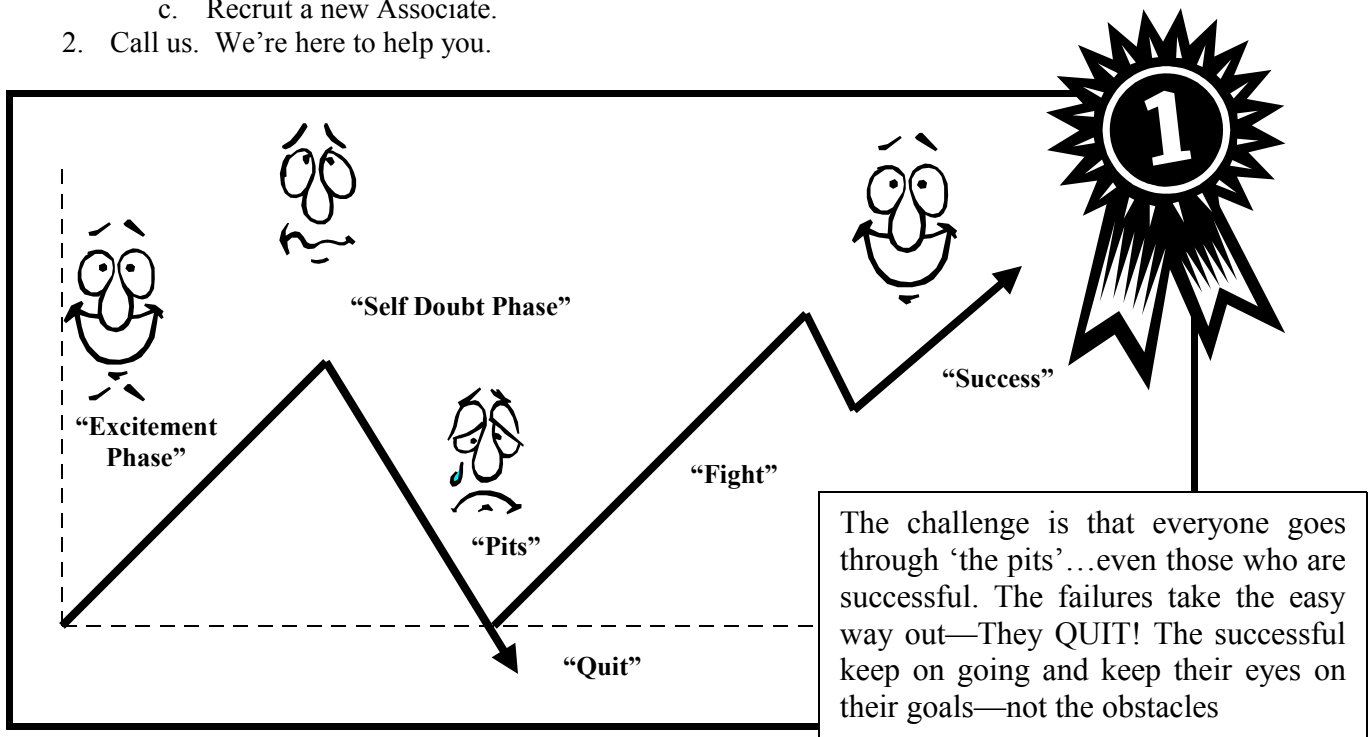
## ***“The Pits”- Normal phase for EVERYONE- 2 days to 2 months.***

You know you are getting into the pits when:

1. You stay away from meetings.
2. You make excuses why you’re not involved – why you’re not holding meetings – why your not selling memberships.
3. You find fault with the product, the company, your upline, your downline, your members, and your dog!

## ***“Fight Stage”- Keep going and YOU WILL SUCCEED!***

1. Cure “the pits” by working on your dreams and remember your initial belief:
  - a. Focus on Goals, not obstacles.
  - b. Plug into a positive environment – meetings, people, motivational tapes!
  - c. Recruit a new Associate.
2. Call us. We’re here to help you.



**REMEMBER:** Those who make excuses are never successful. Those who are successful never make excuses!

**HOW WOULD YOU LIKE US TO HANDLE YOU WHEN YOU HIT THE PITS?**

## **4 THINGS YOU MUST LEARN TO BE SUCCESSFUL IN PPL**

- 1. How to Recruit. “3-way call expert script”**
  - 2. How to create value in the Membership – If you were my attorney story**
  - 3. Build For Events/Promote**
  - 4. How to Build and Duplicate a Team.**
- 

### **PPL It's A Business**

- It will be hard**
- It will have ups and downs**
- It's not supposed to be easy**
- It's supposed to be worth it!**
- Biz Checks Vs. Hobby Checks**