Building Your Dream Business Checklist

SHIELD NATION LEADERS
CHANGING LIVES. CREATING FREEDOM.

Name: _____ Associate #: _____
Start Date: _____ LevelUp Deadline: _____ Sponsor:_____
Sponsor Contact # _____ ED: _____ ED Contact #:_____

_____ **Use What:** Your membership, apps and Member Perks!
Use Why: To become a satisfied customer you'll WANT to share!
_____ Call your Provider Law Firm and get advice on something going on in your life. The 15 Areas of Law and 101 Reasons documents will show you all the ways you can use your membership.
_____ Complete your Will Questionnaire and send to your law firm.

_____ **Share Why:** Develop your 5 Passionate Purposes that will inspire and motivate you to want to share the service and opportunity!
_____ **Share With Who:** Share with people who have the highest probability of wanting our service or opportunity by using the Top Prospecting Sheet.
_____ **Share the Service:** The Consumer Folder is one tool for every presentation. It's simple, it works, and everyone can do it! Add value to your presentation with these amazing Member Testimonials.
_____ **Share the Opportunity:** Discover the marketing strategy that works best for YOU! The Wealth Builder's Tracking form will show you multiple ways you can build your business, help you organize every exposure and track your efficiency. Add a ***minimum*** of 2-10 NEW connections to the form daily to create a successful launch. To share using events, go to the Events page.
_____ **Share NOW:** Learn about all the latest incentives to earn bonuses!

_____ Use the PDA Form to keep your business organized, running efficiently and to assist you in the coaching process during your launch phase.
_____ Set your goals. If you aim at nothing, you'll hit it every time!
_____ Know and practice the 10 Core Commitments to create success.
_____ Calculate your potential income with the Commission Calculator.
_____ Learn how to Performance Club Qualify monthly.
_____ Coach every new associate on how to follow the ShieldNation Onboarding.
_____ To earn more, you must learn new and productive habits. Use the Success Habits That Work workbook to create breakthrough results!

Our goal is to create explosive growth in markets throughout North America by providing services that bring cutting-edge and cost-effective solutions to the local communities. We duplicate ourselves to expand market share. Duplication is the key to wealth! Market share can increase two ways: by increasing sales personally and/or by duplicating yourself by recruiting the following:

_____ New Sales Associates (PT and FT)
_____ Associations (Local and National)
_____ Niche Market Specialists
_____ Brokers
_____ Agents and Agencies