



10 Core Commitments

what it takes to make it in the business

In 40 years in business, we have never had anyone commit to and do the following, who did not meet with success. The following can be done part time, 10 hours per week, one Saturday per month and 3 weekends a year..

1. Game Plan Interviews

Commit to doing a Game Plan Interview with each and every one of the Associates that you personally bring into the business. If you've been to TeamRenew.com and gone through the training, you have been taught how to do a proper Game Plan Interview, and more importantly *why* it is so important that we do them each and every time we sponsor a new Associate.

2. Expose 2 People a Day to a 3rd Party Tool

A 3rd party tool is "anything that isn't you!" You want to be the messenger NOT the message. How do you do that? With 3rd party tools! Remember, a 3rd party tool is anything that is not you. To be a success in Pre-Paid Legal and to move FAST, you will need to commit to exposing at least two people every day (5-6 days a week) to Pre-Paid Legal using a 3rd party tool.

3. Attend Your Local Business Briefing

Make a personal commitment to attend 52 consecutive weekly business briefings, and *then* decide if this business is for you. Keep in mind that when you're exposing people to this business, you're also looking for people who will attend every event... Arrive 30-minutes early-- proper business attire please-- enjoy the event, circle-up with your guests afterwards, answer any remaining question, complete the paperwork, and then spend some social time with those in your business who are now becoming friends. Because we're in the people business, the events around the event (pre-event meet-and-greet, circle-up, and after the event social time) are even more important than the event itself.

4. Attend Fast Start Training

Attend Fast Start Training yourself and then again with everyone of the Associates you sponsor! One of the questions we should be constantly asking ourselves is, "Would I want to be sponsored by me?" Attending Fast Start with all those you enroll will send the right message--that you care about their success-- and who knows, perhaps you might even learn something new in the process.

5. Send Out One Long-Distance Packet Every Week

Sending out one long-distance packet every week is a simple discipline-- easy to do, easy not to do... And let's face it, as a well-connected society, everyone knows someone, who in turn knows someone else living exactly where you would want to expand your business. From Winnipeg to Waco, Virginia Beach to Vancouver, or Los Angeles, California to London, Ontario; if you will simply practice this strategy, in 24-months 80% of your business should easily be outside of your backyard. Remember for maximum benefit work three weeks in front of PPL events, and find other people who will do this as well.

6. Attend All Super Saturdays and Regional Events

If you will attend all Super Saturday and Regional events within 250 miles of your home, you will be able to more quickly apply the learned knowledge, activity knowledge, modeling knowledge, and teaching knowledge concepts for the benefit of everyone on your team. These events are simple and straightforward; a one-hour opportunity meeting followed by a four-hour training on The Ten Core Commitments and other important topics. Your goal is to

attend with as many Associates as you can, learn everything you can, and then to bring that knowledge back to your team or area.

7. Attend All Major Conventions

There are three major weekend events per year. Two are sponsored by corporate and the other is sponsored by TeamRenew. These major events will not only shave months or years off of your learning curve, they will also help you build belief in yourself and this opportunity. Think of attending these events with this frame of mind: How many Associates can I bring with me? What can we learn? And based on our collective experience-- plan, do, review-- how can we apply this information to improve what we will be doing going forward? All the top income earners will be in attendance, and you should be too! If you are serious about your business and changing the quality of your life, you just cant miss these events!

8. Personal Development

If you will read one book per month, and listen to 20-minutes of a great audio program everyday-- applying what you learn-- in five years you could easily be in the top 5% of the income earners in this company! And if you will simultaneously go to work on all six areas; family, financial, educational, physical, cultural, and spiritual/ethical, you can indeed create a magnificent life!

9. Find a Workout Partner

Find another Associate that sees this business the same way you do. This could include your sponsor, your “upline,” or someone “cross line.” Just make sure that you get around someone who will challenge you to do a little more. Because building your business with a workout partner will allow both of you to reach the top together!

10. Be Here a Year From Now

It’s been said that commitment is doing the thing you said you would do long after the mood you said it in has passed. When you stop to consider the 10 Core Commitments, being here a year from now is the single most important one of all! If you will just stay actively involved, and go to work on your self and your business, committing to be here a year from now, you will in fact learn everything you need to know in order to succeed along the way.

...Plus two

TeamRenew has implemented two additional commitments for you to make in order to be a HUGE SUCCESS in this business. Here they are.

1. Attend All of the Events Around the Events

Before, in between or after events, leaders will go to dinner or grab a drink or just go somewhere to socialize. We ask that you commit to going to these places with your leaders at every event. It is at the event around the events where the real bonding and relationship building occurs. If you are in a market where *you are the leader*, you will want to begin this tradition for your team and have it as part of your culture. For example, after the weekly business briefing, go to a near by restaurant and have a good time.

2. Participate Every Week on Your Weekly TeamRenew Conference Call

Every week the leaders of larger organizations hold a conference call for their team to call into from all across North America. You will hear great training and inspiration every week. Our team call is every Wednesday night at 7PM PST. Simply dial 507.726.3200 pin 77041#.