

# SYSTEM of SUCCESS

## GWC (Go Walk Your Community) Essentials

You CAN grow your sales in your local market.  
Follow the steps below and take the training indicated  
to take your LegalShield career to the next level!

Numbers in parentheses are Learning Management System course numbers.

### START—GET OUT THERE!

- ✓ **Set your goals** and schedule time to go see SMBs ([LMS 302.45](#))
- ✓ **Make a list** with all of the local businesses you know. [First Step Document](#)
- ✓ **Listen** to 30-minute local market focus training (LMS 135.12)
- ✓ **Go “Do It”** and take notes
- ✓ **Join Business Solutions weekly trainings calls** ([LMS 303.15](#))
- ✓ **Join [LegalShield Associate Network Facebook group](#)** and share your success stories #GWC

### LEARN—USE YOUR RESOURCES!

- ✓ **Use [business.legalshield.com](https://business.legalshield.com)** to impress and educate prospects
- ✓ **Engage a Field Trainer** to open a new group ([LMS 309.15](#))
- ✓ **Use marketing materials** from the [Express Download Site](#)
- ✓ **Check the Leaderboard** to see your progress!

### DO—PROSPECT!

- ✓ **Nurture** leads with Prospect by LegalShield ([LMS 101.50](#))
- ✓ **Use GWC materials**, find them on the [Express Download Site](#)
- ✓ **Practice** your elevator pitch ([LMS 301.40](#))
- ✓ **Present** with confidence ([LMS 311.20](#))

### GROW—YOUR TEAM & BUSINESS

- ✓ **Teach someone** how to GWC
- ✓ **Take Intro to B2B Class**
- ✓ **Complete “B2B System of Success”** [in the LMS](#)

### REAP THE REWARDS!

- ✓ **Get paid and promoted**
- ✓ **Get recognition** (and check the leaderboard)
- ✓ **Qualify** for [additional incentives](#)