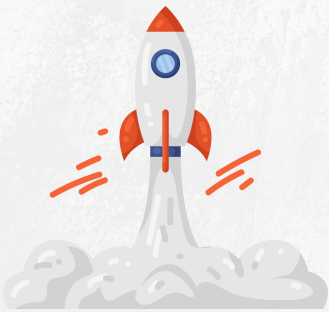




The Official Radiant Team Launch Guide



Your Elite Roadmap to the
90-Day Financial Freedom Plan





Your Empire Starts NOW.

Welcome to Team Radiant, one of the fastest-growing, most leadership-driven teams in the company. You didn't just join a team — you stepped into an elite environment built for speed, support, and success.

You're now plugged into a proven system designed to help you:

- Earn your first commissions fast
- Launch your business with confidence
- Build a team that duplicates
- Create long-term, leveraged income

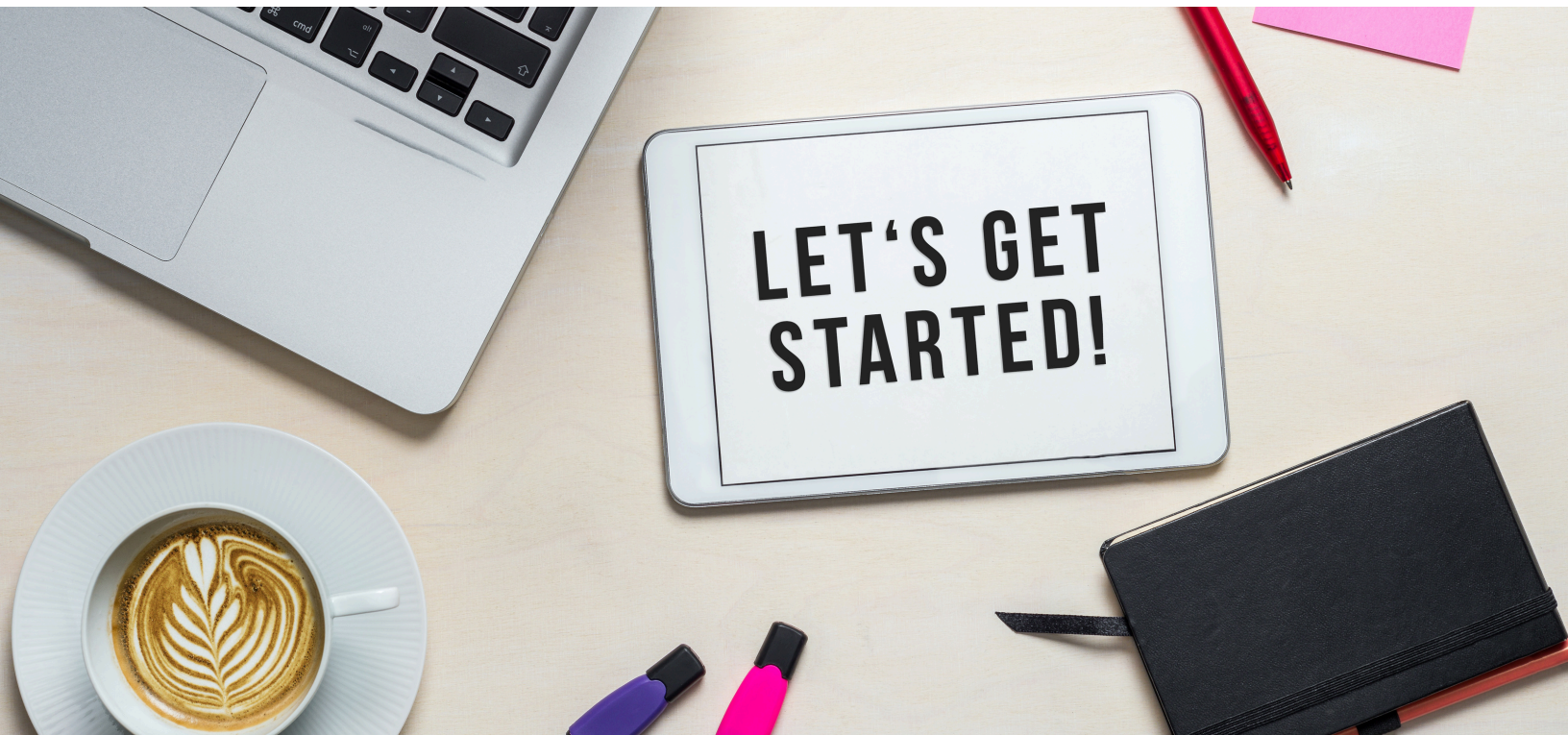
This guide is your blueprint to momentum.

Follow every step.

Duplicate every step.

Your first 24–48 hours determine your entire 90-day runway.

If you commit to plugging in, following the steps, and staying coachable, you will win here.

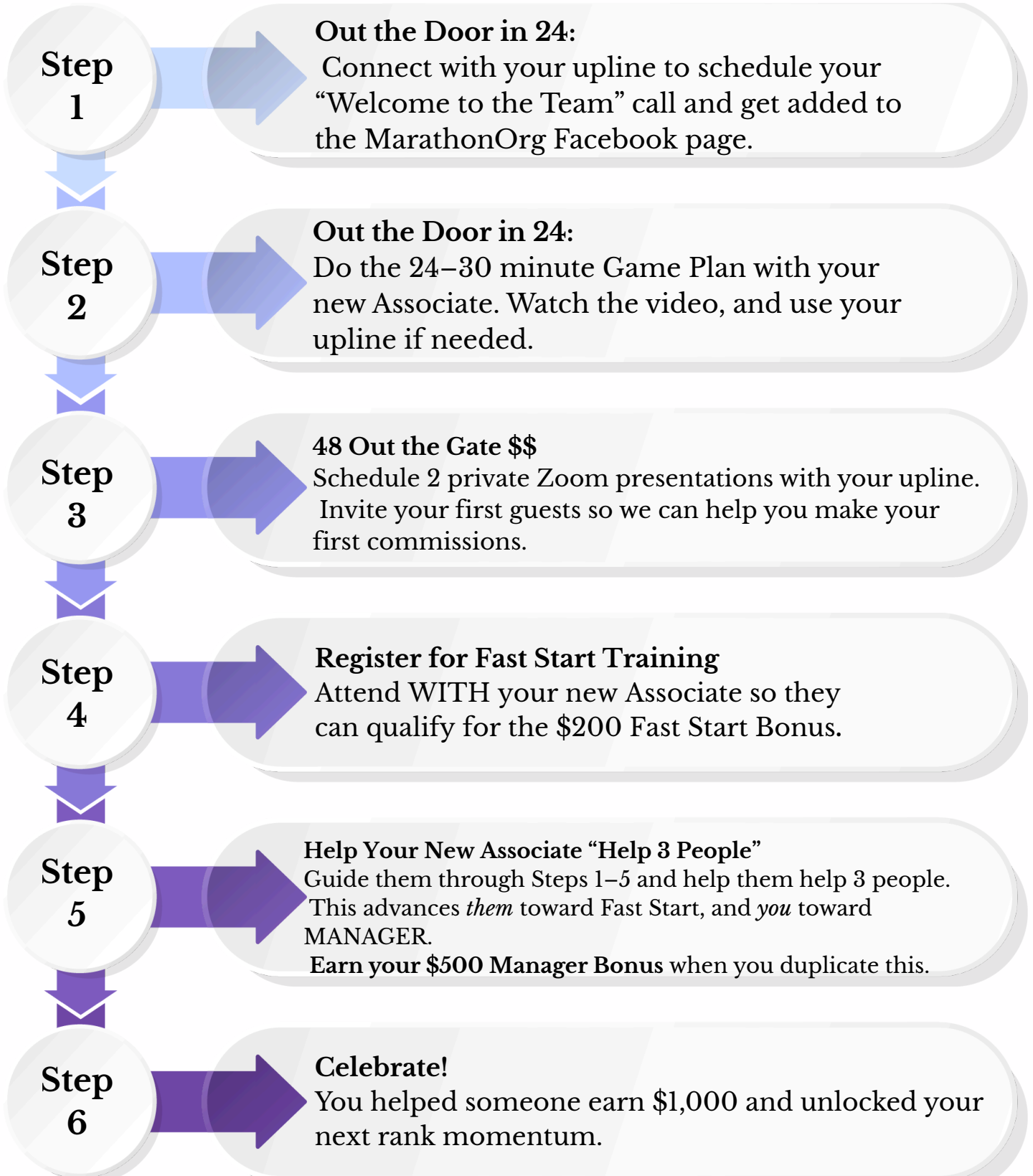




You have a new associate **Now What?**



6 Steps to Sponsoring a New Associate



YOUR GAME PLAN

Your Targets. Your Vision. Your Next 90 Days.

Success doesn't happen by chance — it happens by intention.

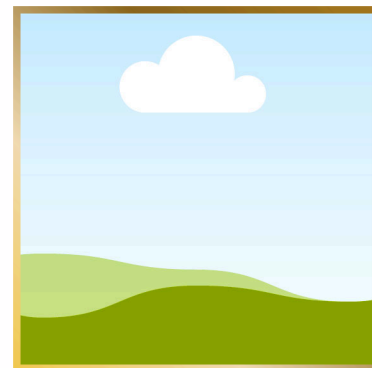
This page helps you design your next 30 and 90 days with clarity.

→  QR CODE — Your Digital Game Plan Worksheet
(Insert QR Code)

Your 30-Day Goal:

Choose all that apply:

- ☐ Become Manager
- ☐ Enroll 3 new Associates
- ☐ Earn your \$500 Manager Bonus



Your 90-Day Goal:

- ☐ Promote to Executive Director
- ☐ Build a 40+ person team (3×3 leadership strategy)
- ☐ Build a \$1,000–\$3,000 residual income pipeline

Your Personal Reasons:

(Write your “why” — freedom, income, time, family, options, purpose.)

What do you want your life to look like 90 days from now, then go further to 1 year and 3 years from now?

Write it, visualize it, commit to it. 📌

48 OUT THE GATE

Complete each step to get fully set up, get paid, and start building momentum.

1. Login & Set Up Your Pay Portal

You cannot receive commissions until this is completed.

Go to: <https://lsengage.com> (Associate Login Portal)

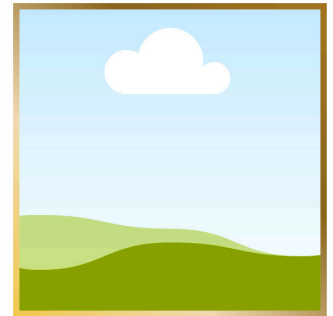
- Log in or create your Associate account
- Set up Direct Deposit
- Complete your W-9

2. Enroll in Both Member Plans (LegalShield + IDShield)

Own the services you represent—lead with confidence.

Go to: <https://www.legalshield.com>

- Activate your LegalShield Membership
- Activate your IDShield Membership



3. Join the Team Hub

Access tools, scripts, mentorship, event calendars, and training replays.

Your team leader may provide one of these platforms:

- Team Website www.myteamradiant.com
- Team Facebook Group: MarathonOrg Facebook group
- WhatsApp Chat: Team Radiant

4. Watch the Jumpstart Training Video (www.myteamradiant.com/Get Started)

Learn exactly how the 3-Step Success System works:

1. Invite
2. Present
3. Enroll
4. This is your roadmap to earning your first commissions and advancing quickly.

6. Download All Required Apps

These apps give you everything you need to run your business on the go:

- LegalShield App (member services & legal support)
- IDShield App (ID protection tools)
- LS Engage / Prospecting App (send videos, track exposures, run presentations)
- Business Center App (track commissions, team growth, and reports)

★ Remember:

Your first 48 hours build the foundation for long-term success.

Don't skip. Don't delay. Set up like a leader — start earning like one.

The Power of Leverage: Your Residual Income Machine



Most people work in a system where time = money, and when they stop working... the money stops too. This page helps new Associates understand the difference between linear income and leveraged income, and WHY Team Radiant's system changes everything.

1. Linear Income (Job Income)

This is the traditional model:

- You work → you get paid
- You don't work → you don't get paid
- You are trading time for dollars
- Your income is limited by your hours

Examples: hourly workers, salaried employees, contractors.

Linear income has a ceiling.

You can only earn what your personal effort allows.

2. Leveraged Income (Entrepreneur Income)

Leveraged income comes from systems and duplication, not personal effort.

You earn money from:

- ✓ customers
- ✓ team production
- ✓ overrides
- ✓ renewals
- ✓ monthly membership retention

This income grows even when YOU aren't doing the work — because your TEAM is.

Leveraged income has no ceiling.



3. How LegalShield Creates Residual Income for You

LegalShield pays:

- Commissions on personal sales
- Overrides on team sales
- Residuals on monthly renewals
- Bonuses for helping people get paid
- Monthly performance incentives
- Leadership pay as your team grows

This means you're not just building a business —
you're building an income machine.

Your efforts today can pay you:

-  next month
-  next year
-  10+ years from now

That's the power of leverage.

The Power of Duplication in Your LegalShield Business

This image illustrates one of the most important principles in LegalShield (and any referral-based business):

Your income is built not by how many people YOU personally bring in, but by how many people you help your TEAM bring in.

The chart below shows how your organization grows in depth — meaning each associate helps another associate, who helps another, and so on. This is duplication.

1. You Are at the Top (the center)

Everything begins with you—your decision, your action, your leadership.

From you, your organization grows downward in levels (depth).

2. The Power of One Extra Person

The left, center, and right sides show three different scenarios:

Left Side: If you only bring in 2 people who each of whom brings in 2

$2 \rightarrow 4 \rightarrow 8 \rightarrow 16 \rightarrow 32 \rightarrow \text{etc.}$

This grows slowly, and after several generations, you might reach

➡ 30 people total = about \$1K+ per month

Middle: If you bring in 3 people who each bring in 3

$3 \rightarrow 9 \rightarrow 27 \rightarrow 81 \rightarrow 243 \rightarrow \text{etc.}$

This grows much faster, and with just ONE additional person,

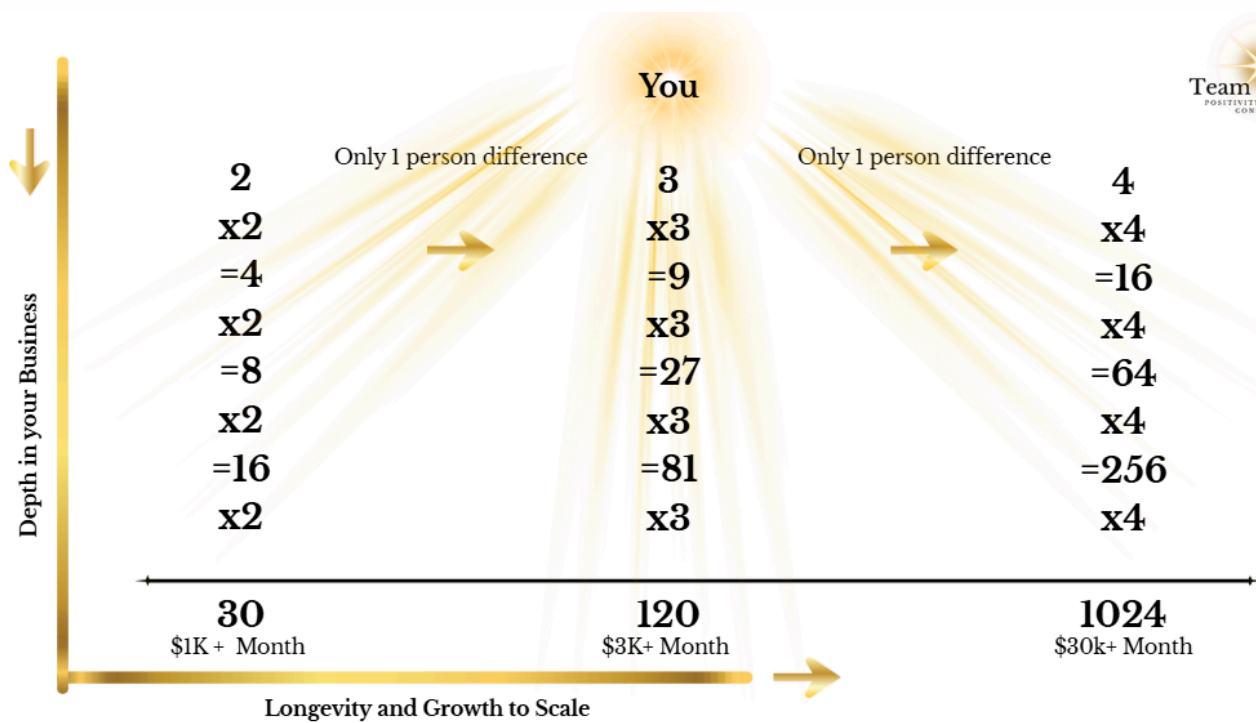
➡ 120 people = \$3K+ per month

Right Side: If you bring in 4 people who each bring in 4

$4 \rightarrow 16 \rightarrow 64 \rightarrow 256 \rightarrow 1024 \rightarrow \text{etc.}$

This is exponential duplication, and with just ONE more person,

➡ 1024 people = \$30K+ per month



This graphic demonstrates an essential truth:

Not 20 more people.

Not 100 more people.

Just one more person who you help plug into the system.

Your business grows because of the system, not because of you working alone.

When you:

- ✦ Invite
- ✦ Plug people into presentations
- ✦ Plug people into training
- ✦ Help them do the same

Your organization expands geometrically, not linearly.

This picture teaches:

****Your success is not about who YOU can bring in.**

It's about how deep your team can duplicate.**

If you coach your team to follow the simple 3-Step Success System

Invite → Present → Enroll

even one additional committed associate can change your entire income level.

The 90-day Sprint System

Phase 1 — Foundation

Your first month is about:
(Day 1-30)

- Learning
- Launching
- Making money

Helping your new people start fast

Your Targets:

- ✓ Promote to Manager
- ✓ Earn \$500 Manager Bonus
- ✓ Enroll 3 new Associates
- ✓ Complete all certifications
- ✓ Run 4-6 Zoom Launches
- ✓ Hit Team Plug-In (100% attendance on calls)

Your Activities:

- 2-5 invitations per day
 - Attend Fast Start
 - Bring someone new to Fast Start
 - Daily check-in with upline
 - Attend all team training calls
- Use scripts — don't improvise

Phase 2 — Momentum

This is where you start growing a TEAM.
(Days 31-60)

Your Targets:

- ✓ Help 2-3 new people hit Fast Start
- ✓ Duplicate the 6-Step System
- ✓ Build your first layer of leadership
- ✓ Host weekly Zoom Launches (with upline support)

Your Activities:

- Run 1-2 Zooms per week
- Host "Help 3 People" sessions
- Track team goals
- Plug into leadership calls
- Social media posting 3-5 times weekly

Momentum = consistency + duplication.

Phase 3 — Leadership

This is your breakthrough month.
Your Targets: (Days 61-90)

- ✓ Promote to Executive Director
- ✓ Build a team of 20-40 active members
- ✓ Support 2-3 new Managers
- ✓ Build \$1,000-\$3,000 in residual pipeline

Your Activities:

- Weekly leadership meetings
 - Develop 3 new leaders
 - Run multiple launches
 - Attend company events
 - Train on Zoom (with upline)
- Help new people hit bonuses

THE P.A.U.E. FRAMEWORK

Personal Development

What counts as personal development?

- Reading or listening to leadership books
- Tuning into team calls and motivational trainings
- Learning the LegalShield system
- Developing confidence through daily repetition
- Studying stories and testimonies
- Surrounding yourself with positive, successful influences

Why it matters:

Your business grows as you grow.

Stronger mindset = stronger results.

Activities

Key activities include:

- Reaching out to prospects
- Following up
- Sending videos or tools
- Inviting to Zooms
- Sharing stories
- Connecting with upline
- Practicing your script
- Using the apps to track exposures

Activity rules:

Keep it simple.

Keep it consistent.

Keep it duplicatable.

Vision

How to build your vision:

- Identify your “Why”
- Set clear income and rank goals
- Write down what your life looks like with more freedom
- Visualize your dream lifestyle daily
- Share your vision with your mentor
- Stay focused on long-term possibilities, not short-term challenges

Why vision matters:

People follow leaders who know where they are going.

Your vision inspires your team.

Events

Types of events:

- Weekly team Zoom presentations
- Leadership calls
- Social media live presentations
- Regional trainings
- Super Saturdays
- Corporate conferences
- Local in-person meetups

Why events matter:

Events create breakthroughs.

They turn interest into belief and belief into action.

People who show up to events grow faster, stay longer, and duplicate better.

Your Personal Development, Activities, Vision & Events Blueprint
This framework is what makes Team Radiant highly duplicatable.
Every Associate aligns with the same 4 pillars:

SCRIPTS

These scripts are designed for you and your team to copy, paste, and use instantly. Keep them short, simple, and curiosity-based.

★ Warm Market Invite

Option 1:

“Hey! I just partnered with a company doing something really needed right now. My mentor is sharing it tonight at 7 — want the link?”

Option 2:

“Hey! I’m launching something new, and I thought of you. Are you open to taking a quick look at a 20-minute Zoom tonight?”

Option 3:

“Hey! I’m starting something exciting that could really help a lot of people. Can you hop on a short Zoom later so I can show you what I’m doing?”

★ Cold or Social Media Invite

Option 1: “Hey! Hope you’re doing well — I came across something I think you might appreciate.

Do you keep your options open for additional income?”

Option 2: “I’m working on a new project with a great team.

Would you be open to checking out some info?”

★ Professional or Business Owner Invite

Option 1: “Hey! I’m partnering with a company that provides services most people actually need.

We’re expanding locally — would you be open to taking a look?”

Option 2: “I’m connecting with professionals in the area.

Would you be open to watching a short overview to see if it could benefit you or your clients?”

★ Follow-Up Messages

Option 1: “Hey! You still good for 7? It’s super casual — just hop on and listen.”

Option 2: “Looking forward to having you on at 7! You’ll get a really clear picture in just 20 minutes.”

Option 3: “Zoom starts in a few minutes — I think you’re really going to like this part.”

SCRIPTS

★ After the Presentation

Option 1: “What part made the most sense to you?”

Option 2: “Which part caught your attention the most?”

Option 3: “Based on what you saw, do you see yourself using the service, the business, or both?”

★ Handling Hesitation (Simple Soft Close)

Option 1: “No worries — sounds like you just need a little clarity.

What question can I get answered for you?”

Option 2: “Totally understand. Out of curiosity, what would you want this to do for you if you got started?”

★ Membership Enrollment Script

Option 1: “Awesome — let’s get you protected. I’ll send you the link and walk you through it.”

Option 2: “Great! The membership takes about 3 minutes. Are you on your phone or computer?”

★ Associate Enrollment (Business)

Option 1: “Perfect — let’s get you started. Do you want to begin with the membership or the business?”

Option 2: “Great choice! I’ll send you the enrollment link now — it only takes a few minutes to start.”

Option 3: “Excited to launch with you! Want to hop on a quick call so we can set up your associate account together?”

★ Launch Your New Associate

Welcome Script:

“Congrats on getting started! Your next step is booking your Launch Call.

When can you do a quick 15-minute call with me so we can set everything up?”

WHAT TO DO NEXT

Now that you have the scripts, here's your exact next steps to take action:

Send 5 Invitations Today
Use ANY of the scripts above.
Speed = momentum.

Plug Your Guests Into a Presentation
Choose:

- Your team Zoom
- A recorded overview
- A 3-way call preview

Whatever is SIMPLE.

Notify Your Upline
Send them:



- Guest names
- Presentation times
- Questions your guests have

Your upline helps close — don't do it alone.

Do a 3-Way Call After the Presentation
This is where belief is built and enrollments happen.

Enroll Them: Membership or Business
Guide them step-by-step.
Make it easy and friendly.

Book Their Launch Call Immediately
Duplication begins ON DAY 1.
Help every new associate launch within 24–48 hours.

 **Remember:**
Scripts don't build your business.
Using the scripts does.
You're ready — let's go create momentum! 

The 3-Way Launch System

Expose • Involve • Upgrade


Your Fast Start Blueprint for explosive momentum and duplication.

★ STEP 1 — EXPOSE

Find Your Launch Partners (First 48 Hours)

Exposure is the spark that activates your business.

◆ What to Do:

 Build Your 100-Person Inventory

- List everyone you know—no pre-judging.

 Master the Invitation Scripts

- Short, simple, and curiosity-based.

 Send Your First 5 Invitations in 48 Hours

- Speed creates excitement and duplication.

 Book Your Launch Strategy Call

- Meet with your sponsor to confirm your plan and next steps.

★ STEP 2 — INVOLVE

Recruit, Qualify & Duplicate

Involvement is where prospects SEE the system and FEEL the support.

◆ Your Objectives:

 Secure Your First 3 Associates

These are your foundational launch partners.

•  Introduce the 3-Way Call System

A 3-Way Call is one of the most powerful tools in our business:

- You (the new associate)
- Your prospect
- Your upline sponsor or mentor

Purpose of the 3-Way Call:

- Validates you as a new associate
- Leverages your upline's experience and confidence
- Answers questions you're not ready for yet
- Helps close the membership or associate enrollment
- Shows your prospect that they will receive the same support

When to Use a 3-Way Call:

- After a prospect watches a video or attends a Zoom
- When they show interest but still have questions
- When confirming whether they want membership or the associate pathway

3-Way Calls create belief. Belief creates enrollments.

✓ Achieve Fast Start Qualification

Earn bonuses and help your partners do the same.

 Teach the E-I-U System

Guide your 3 partners through the exact same steps.

Involvement turns prospects into confident partners.

The 3-Way Launch System

Expose • Involve • Upgrade

Your Fast Start Blueprint for explosive momentum and duplication.

★ STEP 3 — UPGRADE

Build Leaders • Create Momentum • Scale Your Business

◆ Focus on:

- 🚀 Maintain Momentum to Hit Manager ASAP
Manager is the first major leadership milestone.
- ☀️ Help Your New Associates Launch Their Teams Using E-I-U
Duplication is where exponential growth begins.
- 🔥 Reinforce Confidence, Vision & Activity

Celebrate wins, plug into events, and continue supporting through 3-Way Calls as needed.

- 💡 **E.I.U. Makes Your Business Predictable, Simple & Duplicatable**
Expose consistently.
Involve effectively.
Upgrade intentionally.

Follow this system, and momentum becomes unavoidable.

Support Structure



Commitment Sheet

30-Day Income Goal:

90-Day Rank Goal:

My “Why”:

Daily Commitment Checklist:

- ☐ 3–5 invites
- ☐ Attend one training
- ☐ Connect with upline
- ☐ Use scripts
- ☐ Personal development



4. Final Commitment Statement

Sign at the bottom — this builds accountability.

“I commit to following the Radiant 6-Step System, staying plugged in, being coachable, and working toward my 30- and 90-day goals. I choose to build my future intentionally.”

Signature: _____

Date: _____



Team Radiant

POSITIVITY, LEADERSHIP,
CONNECTION