



Quality of Life ... Level of Contribution

The choice is yours ... 20%er or 80%er??

If your objective is to improve your quality of life and you are an associate with Pre-Paid Legal, all you need to do is to raise the bar on your personal performance. It is not necessary to be a ***SUPER STAR***, by normal standards. In fact, with our business, the success is accomplished by the collective efforts of many "average" people with "above average" dreams and goals. The bigger your "Dream", the greater your "WHY," the more likely you'll achieve it. One of the most destructive forces, that stands in the way of associates, moving closer to their target, is their **lack of BELIEF!** The best way to overcome that enemy is to become an "ACTIVE, CONTRIBUTING" member of a support group. As a matter of fact, there are thousands of stories, about associates graduating from the "head" to "heart" level, as a result of attending our International Conferences. The more you are prepared to give, the greater your harvest will be. Your P.P.L. community has so much to offer and every one of us can add to the mix by bringing our sincere, full participation. You have far more to gain, if you are constantly asking yourself, "What more can I "GIVE" to this group?" as opposed to "What more can I "TAKE" from this group?" This business is like *"the accelerated game of life"* and the friendships, experiences and opportunities for growth are as valuable as the vast amounts of money and discretionary time that will also become available to you. As you gain greater MASTERY. As Jeff Olson says, on your Fast Start Training, audio cassettes, "It might sound corny, but it is LOVE that will be responsible for your success, more than techniques or skill." If you observe the top producers and highest income earners, in your company, you will discover that they are the individuals who have contributed more to the others in our business. One of the best policies to adopt is to constantly be searching for opportunities to lend a hand *up*, (not a hand *out*,) to others, in our business and to people who are not yet aware of our extraordinarily valuable membership. This is just a better way to live your life and the most effective way to embrace a CAUSE and to "Make a Living While Making a

Difference" as the inscription on the Pre-Paid Legal Six Figure Earner'sRing says.

For those who enjoy *EXTRAORDINARY SUCCESS*, this is not just a *business*, it is a "**Lifestyle**." There are very few opportunities in life that offer a chance to be vulnerable, honest and sincere in an environment of "**Trust**." This is one of them. The dynamics of our business are described very accurately by Jeff Olson when he says, "Time will either promote or expose you." It will become obvious to everyone, who is bringing more to this experience, and you have the opportunity to join that group. Becoming a valuable asset to everyone, will do more to develop your character than almost anything else that you could do. You will feel better about yourself and you will become more attractive to others. The ability to become a "**people magnet**" will work wonders for the quality of people that you'll be able to assemble. The Law of Association says it all!! - "You will become the average of the people that you surround yourself with." It all starts with you.

We feel so very blessed to have each of you, who are reading this, in our circle of acquaintances, since you represent an extraordinarily caring and dedicated segment of society who are actively seeking to improve the quality of your lives and those of your family and friends and to give more of yourself to others who can benefit from your experience and knowledge. You all have the potential to join the leading edge of 20%ers. will ever do. (Or **NOT** do!)