

the Performance Club



You became a LegalShield Associate because you understood how great this opportunity truly is. Now, let's take a moment to understand how great your rewards can be when you're a member of the **Performance Club**.

As you begin to build your successful LegalShield business, we believe you deserve accolades for every step forward. That's why your **Performance Club** recognition begins after your very first month of qualification.

To be a part of the Performance Club, you are required to earn a minimum of **5 points** each month. You can earn points in the following manners:

- recruit a new **Fast Start Associate** and earn **2 points**
- help your new recruit **Fast Start qualify** and earn **1 point**
- sell a **membership** and earn **1 point**

Meet your monthly **Performance Club** requirement for the first time, and see your name proudly displayed on the LegalShield website. Meet your requirements for eight consecutive months, and the cash rewards begin rolling your way!

Consistency is key, and your benefits will keep getting bigger and bigger!*

*Additional rules may apply.

For full details regarding Performance Club points, recognition and rewards, see official details.

Cash Bonuses

At your four-month anniversary, you will receive the exclusive PCQ4LIFE! keychain. Then at your 8-month anniversary, you will be paid a one-time bonus of \$150*. Then when you reach your one-year anniversary, you will receive a monthly bonus for \$300* as long as you continue to meet your monthly 5 point requirement.

*Cash bonuses also require a persistency qualification.

- 4 consecutive months **exclusive PCQ4LIFE! keychain** [one time]
- 8 consecutive months **\$150 bonus** [one time]
- 12 consecutive months **\$300** per month performance bonus



A New Car

When **Performance Club** members reach their 12th consecutive month in the club, they are eligible to increase their monthly bonus to **\$500*** if they purchase/lease a qualifying BMW, like the 328i**. **Performance Club** members may receive special discounted pricing for this model through the Associate Benefits Plan.

*To receive the increased bonus of \$500 per month, qualifying Associates must agree to the Home Office. To continue receiving the adjusted payment, the of a qualifying BMW (a 2000 or newer model). They will be required from their 1 annually send the Home Office:

- a copy of their title or lease/purchase contract on the BMW in their name
- updated vehicle registration in their name
- a recent photograph of themselves with their BMW

See official guidelines for more details.

**A qualifying BMW is defined as a 2000 or newer model.



[even more recognition]

1 month qualifiers will be listed on the LegalShield website

4 consecutive month qualifiers will be listed in *The Connection* digital magazine

Performance Club members who purchase or lease a BMW 328i** series car are invited to share a photo of themselves and their new car online in a special section of the LegalShield website dedicated to the **Performance Club**. Show others your dedication to consistency and persistency. Be an example of success for others to see and emulate!

Annual Trips

Every year, LegalShield sends its top sales Associates on an exclusive trip to a fantastic destination, like Cancun, Hawaii, or the Bahamas! Maintain your monthly Performance Club requirement [and meet all other contest rules] and you and a guest could be swept away to paradise because consistent **Performance Club** qualification plays an important role in determining those invited to attend this annual trip.

Not only is this a well deserved reward for our hard-working Associates, but it's an excellent opportunity to network with other leaders from all across North America and share your stories of success.



POINTS:

- A new Fast Start recruit must have a membership to issue points. If the new recruit is placed, the points will be given to the placing Associate. *(In a non-licensed state, a new recruit must have a LegalShield membership in order for Performance Club points to be issued. For licensed states, an Identity Theft membership will be sufficient for issuance of Performance Club points.)*
- An Associate must be a Fast Start Associate to Fast Start qualify.
- The points will be issued in the month the Associate qualifies.
- A membership is a new purchaser of a plan regardless of which plan is purchased or what combination.
- The first time an individual purchases a membership, 1 point will be issued. If an individual purchases an additional plan at the same time or at a later date, there will be no additional point issued.
- Commercial Drivers Legal Plan memberships will not count toward your point requirements, nor will they affect persistency.
- The Small Business Plan and Legal Plan for the Self Employed will count as 2 points toward Performance Club qualification.
- Membership reinstatements count as points provided that the membership has lapsed for a minimum of 6 months, has a new writing agent, and follows reinstatement guidelines included in the *Success Guide*. Associate reinstatements count as points provided that the Associate has been canceled for at least 5 years, pays the Fast Start Associate fee, and has a membership.
- Add-ons will not count.
- No corrections will be made to Performance Club data unless brought to the Company's attention within 30 days of the business/data in question.
- LegalShield reserves the right in its sole discretion to change any award, program or bonus to be given upon qualification in the Performance Club.
- For the monthly bonuses, you will receive the bonus every month you have met the 12 consecutive months of qualification and your personal persistency, on a rolling, 12-month basis, is 75% or greater.
- Associates are only eligible to receive the 4-month keychain and the 8-month bonus 1 time.
- Falling below the required persistency to receive the bonus will not require you to restart the consecutive month qualification. For example: if you qualify during months 12-23 in the Performance Club with 5 points and meet or exceed the required 75% persistency rate on your business during 8 months, you will receive eight \$300 bonus payments.
- If you fail to earn enough points to meet the monthly qualification during any calendar month, you lose your status and your consecutive months of qualification will be reset to zero. However, to make it easier for you to continue qualifying each month, you can "carryover" points from the previous month.
- When you earn more than 5 points in any 1 month, up to 5 "extra" points will count toward the 5 point requirement for the next month.
- Extra points cannot carry over more than 1 month. For example: You earn 11 points during the month of June. Five of those points will count toward your June qualification and another 5 points will count for your qualification the next month (July). However, the final 1 point will not count toward your qualification for August.
- **The Grace Month:** Associates who have Performance Club qualified for 36 or more consecutive months will receive one "grace" month per 12-month period. The grace month can be utilized for any month after reaching the 36th consecutive month of qualification. For example, if the grace month is used in April 2012, the Associate would become eligible for another grace month in April 2013. When an Associate, who has qualified for 36 or more consecutive months, misses qualification one month and utilizes their grace month, they must Performance Club qualify the next three consecutive months before their Performance Club bonus will resume.

CASH BONUSES:

- Bonuses will not be added to your cash accrued, and will in no way affect your debit balance. They are processed on approximately the 7th of each month.
- To receive the 4-month Performance Club keychain, you must qualify for 4 consecutive months and have a persistency rate of 90% or higher for the qualifying months.
- To qualify for the 8-month bonus, you must qualify for 8 consecutive months and have a persistency rate of 85% or higher for the qualifying months.
- For the purposes of qualifying for the monthly bonuses, you must Performance Club qualify for 12 consecutive months, and have a rolling 12-month personal persistency of 75% or greater. ("Rolling Persistency" is defined as the persistency of personal business from the most recent 12 months.)
- The decision to acquire a new or used BMW is solely the responsibility of the Independent Sales Associate. Any contract signed by the Associate is exclusively between said Associate and BMW, dealer, seller or lessor. LegalShield will not guarantee any purchase or lease payments and cannot offer any advice as to the Associate's ability to finance a qualifying BMW. Please contact Associate Services to request more information and/or the official guidelines regarding the LegalShield BMW Program.

ANNUAL TRIP:

- While Performance Club membership plays a key in the determination of annual winners for the incentive trip, contest rules may vary annually. Please consult each year's official rules for complete contest details.