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JOIN THE PERFORMANCE CLUB



This exclusive club is designed to reward our associates who grow their business and further our mission to protect and empower people with the tools and services they need to live a just and secure life.

✦ Monthly Qualification of 150 Points ✦

Earn points as you build your business each month.

Every premium dollar	= 1 Point
Recruit New Associate with a Membership	= 50 Points
New Recruit - Fast Start Qualifies	= 50 Points
New Qualified Group Opened	= 50 Points



EARN MONTHLY BONUSES

When you earn 150 monthly points and meet the minimum eligibility requirements, you can earn a monthly bonus check. These bonus checks start at 3 months and increase in pay-out the longer you consistently qualify for the program, maxing out at 36 months.

✦ Performance Club Checks ✦

Earn a monthly check when you qualify for the club!

3 - 11 consecutive months in the club = \$200 bonus

12 - 23 consecutive months in the club = \$300 bonus

24 - 35 consecutive months in the club = \$400 bonus

36+ consecutive months in the club = \$500 bonus

Monthly bonuses require a 65% retention or higher to pay out



PC MATCHING UPLINE BONUSES

Help Associates Get Performance Club Qualified!

Sr. Directors or Above can earn a 100% Matching Bonus for Each Month an Associate on Their Team Earns a Performance Club Check of \$200!

Months PC Qualified	Qualifier Bonus	Sr. Director or Above Matching Bonus
3 - 11	\$200 Bonus	\$200 Bonus

There is no limit to the number of Matching Bonuses a qualified upline Senior Director or Above can earn in a month!



BUILD A TEAM

of 6 Performance Club
qualifiers

How can you PC
qualify?



QUALIFY EACH MONTH

2 New Members @
\$72.90 = 146 Points



1 of which is a New
Associate = 50 Points



Performance Club Qualified



RANK ADVANCE WITH



WORK TOGETHER

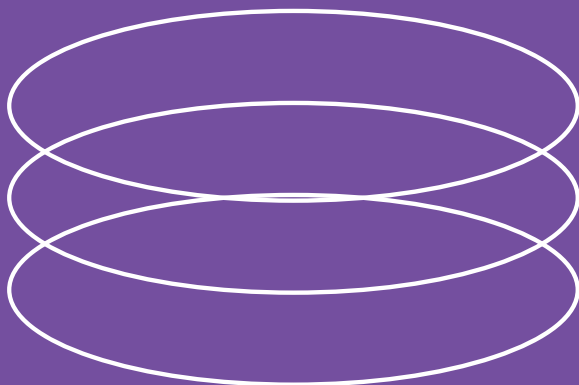
6 Performance Club
qualifiers on your team
with \$146 each in
premium = \$876 in
Premium



GO NEXT LEVEL

\$700 premium needed to
go from Director to Sr.
Director!*

**CONGRATULATIONS you
are a Sr. Director!**



Performance Club can benefit both your personal activity and team building efforts. As your team grows, so does your potential for rank advancement.

BUILD AN EVEN BIGGER TEAM

of 11 Performance Club qualifiers

WORK TOGETHER

11 Performance Club qualifiers on your team with \$146 each in premium = \$1,606 in Premium

QUALIFY EACH MONTH

2 New Members @
\$72.90 = 146 Points

+

1 of which is a New
Associate = 50 Points

=

Performance Club Qualified

REACH EVEN HIGHER LEVELS

\$1,400 premium needed to go from Director to Executive Director!*

CONGRATULATIONS you are Executive Director!



*To qualify to move from Director to Executive Director, up to a maximum of \$700 premium can count from any one leg toward the \$1400 per month. See the Activity Form on LSEngage.com for additional requirements.

ANNUAL PC INCENTIVE TRIP

LegalShield offers its top-performing associates a unique opportunity to travel to different locations for networking opportunities through its annual Performance Club incentive trip program. Associates who meet all trip qualifications each year are eligible to join + they can bring one guest!

Earn your spot for the next trip!



Maui



Puerto
Vallarta



Jamaica



PERFORMANCE CLUB **INCENTIVE TRIPS**

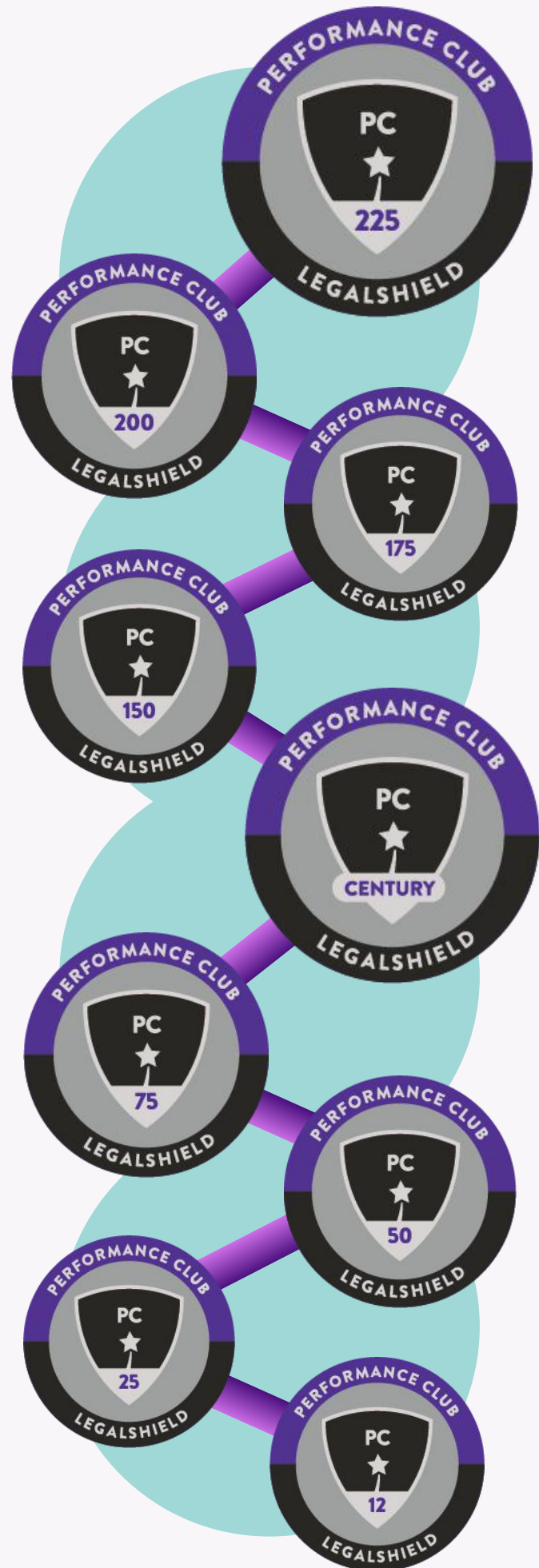
These incentive trips are an opportunity for associates to connect with other high-performing professionals, network, and celebrate their achievements with their peers. The destinations for these trips are carefully selected to provide associates with a truly unforgettable experience, from the sunny beaches of Puerto Vallarta, to the lush forests of Hawaii, or the tropical seashores of Jamaica.

Independent sales associates have the opportunity to earn trips. Individual results may vary. LegalShield makes no guarantee on the opportunity to earn trips. Incentive trips can be available for meeting qualifications. See current qualifications [here](#). In 2021 and 2022 less than 1% of active associates qualified for the incentive trip. Please see LegalShield's Income Disclosure Statement at <https://legalshieldassociate.com/income-disclosure> for more information on the income opportunity.

PERFORMANCE CLUB MILESTONES



These milestones serve as **goals** for associates to strive towards, and achieving them is a clear indication of an associate's dedication to their work and their ability to provide high-quality legal services to LegalShield members. The PC milestones also provide a way for LegalShield to recognize and reward associates for their hard work and achievements. The PC milestones are often tied to incentives and bonuses. Consistently PC qualifying can earn you branded swag, recognition on our monthly Communication Show, crystal awards at the Legends level, and more.



PERFORMANCE CLUB LEGENDS



**9 NEW LEVELS TO
ACHIEVE!!**



PERFORMANCE CLUB QUALIFY:

- Performance Club points determine if you qualify for bonuses, trips, and other rewards.
- There is no required waiting period to begin earning PC points. New associates can participate in their first month!
- PC points can be achieved through membership sales, recruiting new associates, helping recruits Fast Start Qualify, and opening new groups.
- PC qualify with 150 total monthly points.
- All associates must have an active LegalShield Advantage or Advantage Plus subscription to qualify.
- If you fail to earn enough points to meet the monthly qualification during any calendar month, your consecutive months 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.
- Performance Club points exceeding 150 will "carryover" to the following month, up to a maximum of 150.
- All new or reinstated associates must be Network associates, have an active legal plan membership linked to their agreement, and have paid the associate fee before they will count as a new recruit. An active linked IDShield membership will be counted if the recruited associate resides in a licensed state or Canadian provinces where legal plans are not offered.



- A reinstated associate must be canceled for three years for the writing agent to receive points.
- A reinstated member must be canceled for five years for the writing agent to receive upgrade points.
- A reinstated member must be canceled 6 months or more for it to issue PC points.
- No PC points will be issued for a member who reinstates and upgrades simultaneously.
- Fast Start points will be issued in the month the new associate (recruit) Fast Start qualifies. For full Fast Start guidelines, [click here](#).
- Groups must meet the minimum requirement of \$150 premium dollars and 2 unique members to be qualified as a new group opened and issue PC points.
- Existing members who upgrade their membership will issue PC points. The amount issued will be the difference between the two plan amounts. For example, if your existing member has a \$29.95 legal plan and upgrades to the \$64.90 legal plan with family IDS, you will receive 35 PC points.
- General Agents must pay the associate fee before PC points will issue to the recruiting associate once the General Agent has their first activity. Please email performanceclub@legalshieldcorp.com once they have their first activity, and we will issue the PC points.
- Effective September 1, 2023, all National Plan sales will issue PC points. Each premium dollar sold, equals 1 point unless the membership is sold under a commission split. Then the associates would receive partial credit based on the terms of the split.
- Associates with multiple agreements will show PC Qualified on all agreements only if they are combined for PC.
- Associates can only earn one trip per agreement.



PERFORMANCE CLUB BONUS ELIGIBILITY

- All associates must be in good standing with the company to receive incentives, including bonuses or trips. Any associate that is currently being sanctioned or on hold status will not be eligible.
- To earn a PC bonus check, associates will need to qualify for three consecutive months. The first PC bonus check will be applied for payment in month four.
- Minimum personal retention required to be paid a PC bonus is 65% or higher.
- **Associates who meet the 150 points requirement but fall below the minimum 65% retention metric will retain their consecutive months qualified streak but will not earn any bonuses until their retention increases to the 65% threshold.**
- Associates in a Hold Status are generally permitted to continue selling memberships, recruiting associates, and earning PC points, unless instructed otherwise. Commissions and bonuses will continue to accrue but won't be paid until the reason for the Hold is resolved.
- Bonuses will not be added to your cash accrued, and will in no way affect your debit balance.
- Bonuses are processed on approximately the 7th of each month.

PC UPLINE MATCHING BONUSES:

- Effective October 1, 2023, all qualified Sr. Directors or above will receive a 100% Matching Bonus for the first 11 months when any associate Performance Club Check qualifies in their organizational downline!
- To be eligible to earn PC Upline Matching bonuses, Sr. Directors must qualify by:
 - Being a Senior Director or Above in the month of bonus payout.
 - Personally PC Qualify in month of bonus payout.
 - Having an active LegalShield Advantage or Advantage Plus subscription.
- PC Upline Matching bonuses will payout to the first qualified Sr. Director in the PC qualifier's organization.
- If a Senior Director fails to meet all of the preceding criteria at the time of bonus payout, the bonus will roll-up to the first qualified Sr. Director.
- PC Matching Bonuses will be earned during the first 3-11 months in which the qualifying associate earns a \$200 bonus.
- There is no limit to the number of PC Matching Bonuses an upline Sr. Director can earn in a month.
- Minimum organizational retention required to be paid a PC Matching Bonus is 65% or higher.



PC MULLIGAN:

- **The PC Mulligan will remain available once per 12-month period to assist associates qualifying for PC (150 Points).**
- Associates must make up the points by the 15th of the following month and all processing deadlines must be met.
- When the PC Mulligan is used, it will allow the associate to earn the bonus in the month the Mulligan is used, but the previous month will be forfeited.
- PC Mulligan can be used any month except for the last month of the quarter towards the trip qualification.
- The Mulligan applies to all new agreements allowing associates to make up the points missed the previous month.
- The Mulligan will automatically drop off if it is not used.
- You can email performanceclub@legalshieldcorp.com if you choose not to use the Mulligan. This will be removed the following month.

Additional Resources:

- For complete incentive guidelines, [click here.](#)

LegalShield is a trademark of Pre-Paid Legal Services, Inc. ("PPLSI"). By participating in any incentive or bonus program of PPLSI and to receive benefits, cash or otherwise, the associate agrees to have his/her full name, associate title, level, or standing published and recognized in PPLSI marketing materials, whether oral, written or electronic. PPLSI reserves the right, in its sole discretion, to review all incentives and bonuses, business submitted or activity, and where necessary, in its sole discretion, delay or stop payment of any bonus, to chargeback bonuses when appropriate, and to amend or revoke this incentive, or any part thereof, at any time. Please refer to your Associate Agreement and Policies and Procedures for details on incentives, bonuses or compensation as the Associate Agreement and Policies and Procedures are the governing contract for all business between you and PPLSI. This incentive or bonus program is not a separate contract and no guarantee or promise of increased income or business is implied. Individual results and success as an independent sales associate depends on individual effort and abilities. Average 2023 compensation for active LegalShield Independent Sales Associates was approximately \$2,647.89 US before expenses. In the US there's a mandatory, one-time \$99 registration fee to become an Independent Sales Associate, and in Canada, \$99 CAD, plus applicable taxes. Optional LegalShield Advantage Plus service available for \$24.95 US/month, and in Canada \$24.95/month CAD, plus applicable taxes. This service can be cancelled at any time. Securing career-level income with LegalShield is not typical and requires sustained hard work and dedication. Please see LegalShield's Income Disclosure at <https://www.pplsi.com/income-disclosure/> for more earnings and expense information.



LegalShield®