

# LegalShield LEGALSHIELD BUSINESS SOLUTIONS BRIEFING









**FLORIDA** 



#### WHAT WE WILL COVER TODAY

- **1. WHO** we are
- 2. WHAT we do
- **3. WHY** so many people are joining us right now



#### **LEGALSHIELD**

- Established 1972
- Annual revenue approximately \$450 million
- 3.7 million covered lives across U.S.A. and Canada
- 2.1 million requests for legal assistance annually
- More than 650 employees based in Ada, Oklahoma including extensive in-house customer service representatives





- More than 200,000 personal identity consultations
- Nearly 10,000 individual identities restored
- Over 1 Million covered lives





#### **DEDICATED BUSINESS SOLUTIONS DIVISION**

- 34,000 Employee Benefit Accounts ("Groups")
- 47,000 Small Business Accounts
- 12,000 Commercial Driver Legal Plans







#### **OUR DIFFERENTIATORS**

- We have a proprietary network of law firms covering 49 states and Canada
- Law firms paid on a per capita basis (over \$100M paid per annum).
- Service quality is guaranteed by LegalShield provider law firms quality control systems (including real-time monitoring).
- Comprehensive Identity Theft restoration services through licensed investigators.
- 24/7/365 access in covered emergency situations





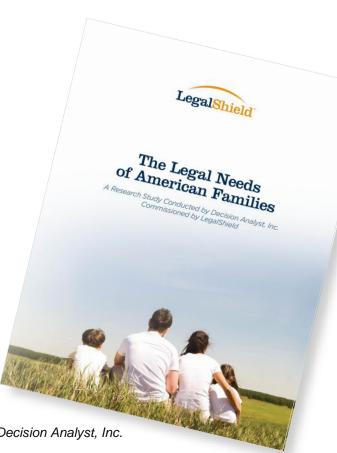
#### YOU NEED LEGALSHIELD

- LegalShield gives you the ability to talk to a lawyer on any personal legal matter without worrying about high hourly costs.
- For one flat monthly fee, you can access legal advice, no matter how traumatic or trivial the issue.
- Under the protection of LegalShield you and your family can live your life on your terms worry-free, every day, every night.



#### THE NEED IS THERE

- 93% of respondents believe lawyers charge too much.
- 76% of respondents said that they were hesitant to call a lawyer.
- 9 out of 10 respondents said if cost were more affordable, they would seek legal advice.

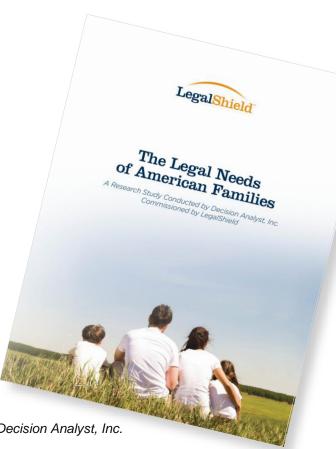


Source: The Legal Needs of American Families. A Research Study Conducted by Decision Analyst, Inc. Commissioned by LegalShield



#### THE MARKET IS READY

- Nearly 90% of Americans say they do not have any form of legal insurance or legal protection service.
- Two-thirds of Americans say they have never heard of any such plans or services.
- More than 60% reported they would be interested in purchasing legal protection.



Source: The Legal Needs of American Families. A Research Study Conducted by Decision Analyst, Inc. Commissioned by LegalShield





#### **BOTTOM LINE FOR EMPLOYERS**

## Employee legal problems cost employers in terms of:

- Absenteeism
- Reduced Productivity
- **Increased Health Insurance Costs**

million full-time working Americans experienced at least one significant legal event in the past 12 months.

did not seek legal help or advice for their problems

Source: The Legal Needs of American Families. A Research Study Conducted by Decision Analyst, Inc. Commissioned by LegalShield



#### TIMING IS KEY

The three major divisions of the insurance industry have already achieved billions in market share.







# Portfolio of Services PROVIDING POWERFUL BENEFITS • PROTECTING FAMILIES & BUSINESSES • HELPING BENEFITS PROFESSIONALS MEET MORE NEEDS



it for years—do you

finally want to complete

your Will? Or do you want an attorney to write a

letter on your behalf?

Or review a document for

you before you sign?

Are you interested in

having a legal plan for

your small business,

or in guarding yourself

against identity theft?

Check, check, and check.

We have a plan for you.

- For Individuals, Families & Employees Family plan covers member, spouse and
- Individual plan covers member (with no spouse/dependents/children) Standard will preparation

- Legal advice/consultation/representation Letters/phone calls on your behalf D Legal document review
- Trial defense
- 24/7 emergency assistance D Mobile App

© 25% Preferred member discount Legal Plan Add-Ons

- Bolster the power of your legal plan.
- Covers member, spouse, and dependents D Trial Defense Supplement · More trial coverage
- Home Business Supplement
- If you own a home-based business, are a consultant, or have rental property—
- Home Business Supplement+GoSmallBiz.com Business tools, training courses, business coaching, & unlimited business consulting

## IDShieldsm

## Coverage that will help protect against, and resolve, identity theft issues.

- B Family plan covers member, spouse, and up
- Individual plan covers member only □ Consultation/Advice
- Identity theft advisor
- Credit report review
- Lost wallet protection Notifications
- Data Breach Notifications Access
- Monday through Friday 7 am 7 pm CT • 24/7/365 Emergency access to an IDShields
- Licensed Private Investigator for covered Security Monitoring
- Black Market Web Surveillance
- Minor Identity Protection Identity Restoration
- Licensed private investigators • \$5 Million Service guarantee

# For Your Small Business

### Small Business Plan\* (Up to 100 Employees) Your business deserves affordable legal protection.

- Covers for-profit, not publicly-
- Legal consultation on unlimited matters Debt collection and

# For Commercial Drivers

#### Commercial Drivers Legal Plan (CDLP) Protects your ability to earn a living. Covers licensed commercial de

D Assist

12







#### LEGAL PLAN FOR INDIVIDUALS AND EMPLOYEES FL/TN

Pricing \$17.00 month / \$15.95 month Group

### **Our Services**

- Legal Advice on unlimited issues
   Traffic-Related Issues
- Letters/Calls made on your behalf
- Contracts/Documents **Reviewed** up to 10 pages
- Online Legal Forms/Videos
- Lawyers Prepare
  - Your Will, Living Will
  - Health Care Power of Attorney

- 24/7 Emergency Access for covered situations
- Trial Defense
  - Pre-Trial
  - Trial
- IRS Audit Assistance
- 25% Preferred Member Discounts\*



If you were my lawyer, what would you charge for these services?

Review the membership contract for the plan selected and state of residence for full details on benefits, limits and exclusions as legal advice is subject to the provider attorney's independent professional judgment.

<sup>\*</sup> Up to 90% of member inquiries are covered by the plan with no additional fees. All other requests for service are entitled to a 25% discount on the law firm's hourly rate (including pre-existing issues).



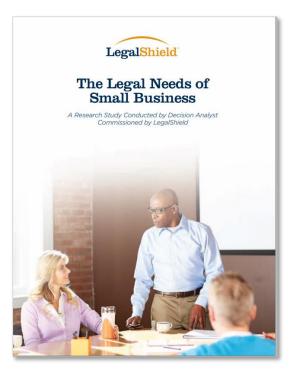


#### **WHO'S COVERED**

- The member
- The member's spouse
- Never-married dependent children under age 21 and living at home
- Dependent children under age 18 for whom the member is legal guardian
- Full-time college students up to age
   23; never-married, dependent children
- Physically or mentally challenged children living at home



#### **SMALL BUSINESS FACTS**



- Nearly 60% of small businesses have experienced significant legal events in the past two years
- Those who experienced a legal event in the past two years reported **not hiring** an attorney to help them citing high costs as the reason
- Owners reported spending an average of \$7,600 in legal expenses per year





- Hired or fired employees?
- Had issues with debt collections?
- Been in a situation where you thought the advice of a lawyer might be useful?
- Been in a dispute with a vendor?





#### LEGAL PLAN FOR SMALL BUSINESS FL/TN

## When you have questions, your lawyer has answers

- Business Legal Advice
- Up to 3 Authorized Users
- Contracts Review
- Executed Contract Review
- Business Document Review

- Trial Defense
- Legal Correspondence
- Debt Collection Letters
- 25% Preferred Member Discount\*
- Service varies by plan\*\*
- Business must be for-profit and cannot be publicly traded



## \$75/mo.: Up to 50 employees \$125/mo.: 51 to 99 employees

<sup>\*</sup>All other business related requests for service are entitled to a 25% discount to the law firm's hourly rate (including pre-existing issues).

<sup>\*\*</sup>Review the membership contract for your selected plan and state of residence for full details on benefits, limitations, exclusions.





\$14.95 per month + Business Plan

#### **Business Consultation**

 Unlimited Business Consultation

#### Sales & Marketing

- DIY Website Builder
- Digital Marketing Dashboard
- Customer Relationship Manager
- Expert Web Analysis

#### **Human Resources**

HR Document Builder

#### **Online Learning Center**

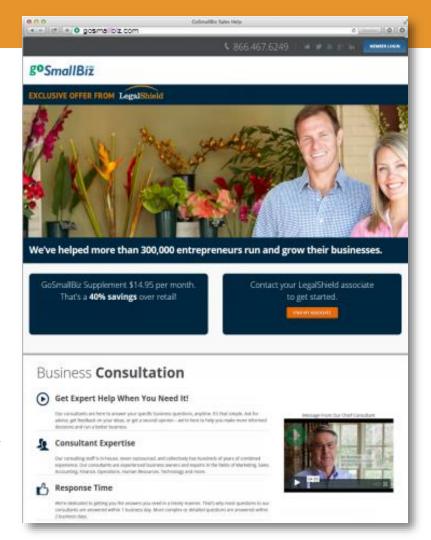
- Mentoring with Fran Tarkenton
- Online Learning Courses
- Weekly Business Updates

#### Tax & Accounting

Transaction Tracker

#### **Legal Resources**

- Business and Legal Forms
- Corporate Minutes Writer
- Risk Assessment





#### **COMMERCIAL DRIVERS LEGAL PLAN**

Why offer Commercial Drivers Legal Plan to your drivers? Because it means increased profits for you...

## **Company Benefits**

- Helps reduce costs associated with driver turnover
  - Recruiting
  - Training
  - Cost of unused equipment
  - Loss of revenue from unused equipment
- Helps protect the company from DOT fines by protecting drivers



Review the membership contract for the plan selected and state of residence for full details on benefits, limits and exclusions as legal advice is subject to the provider attorney's independent professional judgment.



#### **COMMERCIAL DRIVERS LEGAL PLAN**

Why offer Commercial Drivers Legal Plan to your drivers? Because it means increased profits for you...

### **Driver Benefits**

 Helps protect family assets in the event of a tragic accident

Helps protect driver's ability to earn a living

 Driver and spouse are covered in lower 48 States; driver covered in any type of Motor Vehicle.

 Product availability is determined by the State where the driver is standing when the product is purchased.



Review the membership contract for the plan selected and state of residence for full details on benefits, limits and exclusions as legal advice is subject to the provider attorney's independent professional judgment.



#### **COMMERCIAL DRIVERS LEGAL PLAN**

Pricing \$32.95/mo., \$25 enrollment fee Group \$29.95/mo., no enrollment fee

#### **Driver Benefits**

- Tragic Accident Representation
- License Reinstatement
- Moving Violations
- DOT and non-moving Violations
- CSA Consultations
- Property Damage and Personal Injury Collection
- 25% Discount on all other Transportation Related Legal Work



Not available in HI, MA,, NV, NJ, NY

Review the membership contract for the plan selected and state of residence for full details on benefits, limits and exclusions as legal advice is subject to the provider attorney's independent professional judgment.





# Identity Theft is a major problem in America.



#### IMPACT OF IDENTITY THEFT IN AMERICA

**Widespread** 

16.6M

people, or 7% of all U.S. residents age 16 or older, were victims of one or more incidents of identity theft **Financial** 

24.7B

direct and indirect losses

**Emotional** 

**6.0M** 

people—36% of identity theft victims—reported moderate or severe emotional distress as a result





## **Kroll**

- World's leading risk consulting firm
- Fortune 500 clientele
- Prepaid and ready to advise
- Unmatched service since 2003
- The most comprehensive identity theft program in the market
- Founded 1972

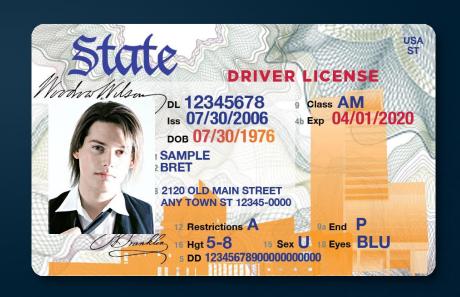


#### **IDENTITY THEFT**

Identity theft is repeatedly the #1 consumer complaint category in America.

# Identity theft manifests itself in many different ways:

- Credit fraud
- Social Security fraud
- Driver's License fraud
- Medical fraud
- Criminal/Character fraud
- Tax Return fraud







## We Monitor What Matters

- - SSN
  - Date of Birth
  - DMV
  - Passport
  - Address
  - Email
  - Web persona
  - And more!

- Your PrivacyYour Security
  - Bank accounts
  - Credit card
  - Loans
  - And more!





# We Care

- Always Here for You
  - 24/7/365 emergency hotline
  - Unlimited non-emergency consultation
  - Free mobile app





## We Restore Your Identity

- Team of Licensed Private Investigators
  - Do whatever it takes
  - As long as it takes
  - Clear your records for life
- \$5 Million Service Guarantee

Kroll provides these identity theft services exclusively to IDShield members





- Security monitoring
- Privacy monitoring
- Quarterly credit score tracking
- Unlimited Identity Theft consultation
- Comprehensive Identity Restoration
- \$5 million service guarantee

Exclusions and limitations apply. Services and benefits vary by state/province. See www.legalshield.com/fullplandetails [and select your state/province] for specifics. Please review plan details for complete terms, conditions and exclusions before purchase.





#### IDSHIELD FAMILY PLAN —

Family Pricing \$19.95/Group \$18.95

## Who's Covered

- The member
- The member's spouse
- Up to 8 dependent children up to the age of 18





## **IDSHIELD INDIVIDUAL**

Pricing \$9.95/Group \$8.95/Large Group \$8.45

# Who's Covered

Covers the individual member only





#### TAP. CALL. EQUAL ACCESS.

- YOUR Law firm
- YOUR IDShield advisor
- OUR member services
- 24/7/365 emergency access (for covered items)





Download for free at the App Store or Google Play.



#### WHAT'S RIGHT FOR YOU? FL

At LegalShield it's simple, you choose which plans work best for you and your family:

Product	Price Per Month	Group/Large Group Standalone	Group/Large Group Bundled
Family Legal Plan	\$17.00	\$15.95	\$15.95/\$15.95
Family IDShield	\$19.95	\$18.95/\$15.95	\$14.95/\$12.95
Total	\$36.95		\$30.90/28.90

<sup>\*</sup>Your first month's payment will include a \$10 enrollment fee. This fee is waived for Group pricing.



#### FAMILY LEGALSHIELD + INDIVIDUAL IDSHIELD FL

At LegalShield it's simple, you choose which plans work best for you and your family:

Product	Price Per Month	Group/Large Group Standalone
Family Legal Plan	\$17.00	\$15.95
Individual IDShield	\$9.95	\$8.95/\$8.45
Total	\$26.95	\$24.90/24.40

<sup>\*</sup>Your first month's payment will include a \$10 enrollment fee. This fee is waived for Group pricing.



#### **MEMBERPERKS**





#### **MEMBERPERKS**

#### **BENEFITS FOR EMPLOYERS**

Monthly cost of LegalShield and IDShield Family Plan:

\$39.90

LegalShield MEMBERPERKS

Avg. Cost Per Mo.\* Avg. Savings Per Mo.\*



**Cell Service** 

\$13C

\$10



**Auto/Home Insurance** 

\$155

\$36

Average monthly savings opportunities with MemberPerks:

\$46.00

- It's expensive for a business to provide a discount program to its employees.
- LegalShield gives employers the ability to extend discounts and perks normally reserved for employees at large corporations.
- Included with a LegalShield or IDShield membership!
- No additional cost to employer.



#### THE OPPORTUNITY IS HERE...

#### We have:

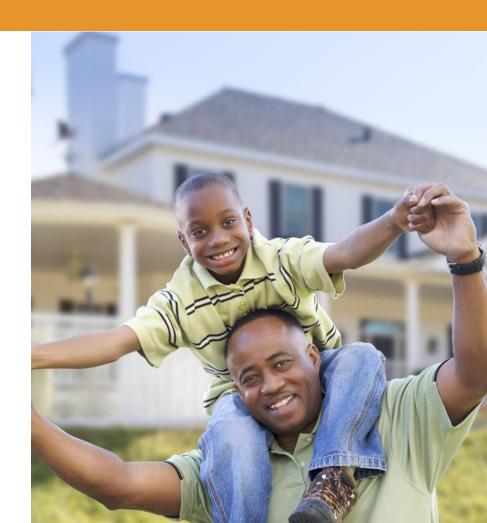
- Unique and difficult to duplicate products
- Few competitors
- Clear advantages





#### **4 WAYS TO EARN**

- 1. Personal Sales Volume
- 2. Build a Sales Team
- 3. Residual Income
- 4. Incentives





#### **BUSINESS PLAN 1-50**

Sales Title Personal Sales Volu	ume/Counters			
Executive Director	50/mo.	\$403.59	44.8%	
Sr. Director	25/mo.	\$331.52	36.8%	
Director	100	\$273.86	30.4%	\$75/mo. 2 Counters
Sr. Manager	50	\$230.62	25.6%	
Manager	15	\$201.79	22.4%	
Sr. Associate	7	\$172.97	19.2%	
Associate		\$144.14	16.0%	



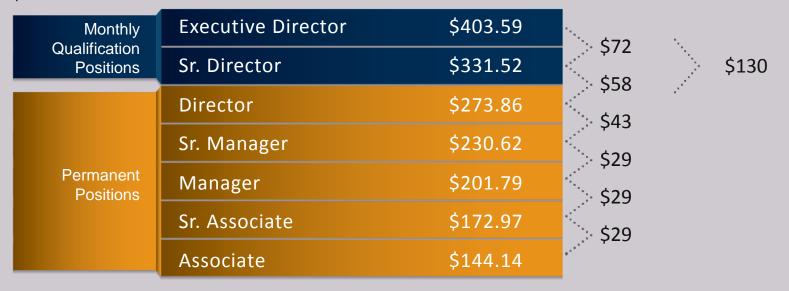
#### GROUP LEGAL PLAN + IDSHIELD (FAMILY)

Sales Title Personal Sales Volu	me/Counters			
Executive Director	50/mo.	\$216.84	58.4%	
Sr. Director	25/mo.	\$178.12	48.0%	
Director	100	\$147.14	39.6%	\$30.90/mo.
Sr. Manager	50	\$123.91	33.4%	1 Counter
Manager	15	\$108.42	29.2%	
Sr. Associate	7	\$92.93	25.0%	
Associate		\$77.44	20.8%	



#### **BUILD A SALES TEAM TO EARN OVERRIDES**

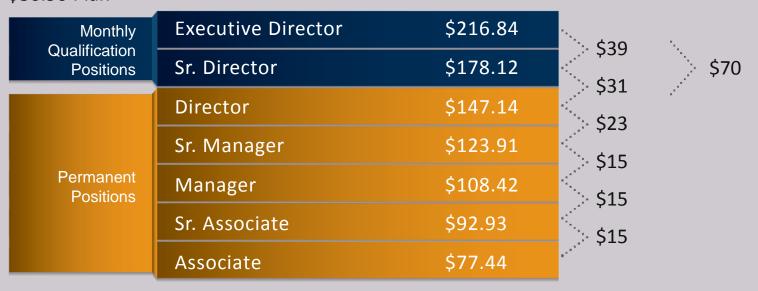
#### \$75 Plan





#### **BUILD A SALES TEAM TO EARN OVERRIDES**

#### \$30.90 Plan





#### **RESIDUAL INCOME**

- Residual Income rates range from 1.34% to 18.72%
- Residual income earned after first 12 months of membership
- Residual varies based on Commission Level at time of sale and Monthly Retention Rate of all memberships sold in that calendar month

\$30.90 plan sold as a Director with retention rate of 76% earns 10.1%



## Month after Month Year after Year

for the life of the membership



#### **INCENTIVES**

Fast Start qualification is not only your jump start to your LegalShield career but also your first month of qualifying for the Performance Club.

Continue earning 5 points each month

Month 1 - Fast Start Qualify\*

Month 4 - Special Recognition\*

Month 8 - \$150 One-Time Bonus\*

Month 12 - \$300 Monthly Bonus\*





<sup>\*</sup>See Performance Club brochure for all details and requirements.



#### ENJOY ALL THE REWARDS OF THE PERFORMANCE CLUB.

You are eligible to increase your monthly bonus to \$500 if you purchase or lease a qualifying BMW.



Each year LegalShield sends its top Associates on an exclusive trip to fantastic destinations.

The company also provides special contests and promotions through the year.



# Group Small Broker Services Business Services

B2B & CDLP Certification Training and Licensing Fees may also apply

#### START UP FEE (YOU CHOOSE)

#### **Option 1: \$99**

- Associate Portal
- Comprehensive Training
- Newsletter
- Onboarding Program
- Associate Perks
- Leadership Team
- Plus \$20/month for <u>LegalShield</u>Advantage

#### **Option 2: \$249**

- Associate Portal
- Comprehensive Training
- Newsletter
- Onboarding Program
- Associate Perks
- Leadership Team
- Includes first 12
   months of
   <u>LegalShield</u>
   Advantage





### **LegalShield Advantage**■

- Personalized Professional Websites
- Enhanced Associate Portal
- Lead/Contact Management System
- FranklinCovey® Personal Development Courses
- Contests and Incentives





Corporate Offices: One Pre-Paid Way Ada, OK 74820 \* www.LegalShield.com 800-654-7757

#### BROKER/AGENCY CONTRACT AND COMMISSION OPTIONS

## **Are you an Insurance Professional?**

Contract and Commission Options are available for you, see a Broker Certified Associate for details.

## Broker/Agency Application

To represent LegalShield as a broker/agency you must currently operate as a licensed insurance broker/agency with a minimum of

#### Company Information

Applying as: D Com-	
Name	
DBA (must man)	
SSN/Tax ID# Years established Address Line One Address Line Two	
Address Line One Years established	
Address Line Two  City State	
City State Zip	
Phone Fax	
Contact name and title of producer working this agreement  Lives Covered:	_
and title of producer working at a	_
of less than 500, producer/agency is not eligible to participate in our broker/agency program  Current products as	
Other voluntary employee benefits  Other  Other  Other  Other  Other  Other	
Both	
• In what states do you market?  • Are the licenses: Individual Agency  Agency	
Are you:	
Independent  Is this brokerage/agency or any of its producers currently or ever information.	
been an Associate of Louisian of its producers current	
been an Associate of LegalShield? If yes, please provide that	



#### **THANK YOU**

#### LegalShield

The information contained in this material is for illustrative purposes only and is not a contract. It is intended to provide a general overview of the legal plan benefits. Please remember that only the plan contract can give actual terms, coverage, amounts, conditions, and exclusions. Check benefit availability in your state/province.

Marketed by Pre-Paid Legal Services, Inc. dba LegalShield or applicable subsidiary:

Pre-Paid Legal Casualty<sup>SM</sup>, Inc.

In Florida: Pre-Paid Legal Services, Inc., of Florida

In Virginia: Legal Service Plans of Virginia, Inc.

Pre-Paid Legal Access, Inc.

PPL Legal Care of Canada, Inc.





**BUSINESS SOLUTIONS**