



## GA: Seller/Builder Agreement

- Current/Active insurance license must be submitted with application; no minimum lives covered requirement
- This contract permits selling of LS products, and recruitment of others on any contract
- Enrollment in LegalShield Advantage is an available option
- Eligible for Performance Club, Incentives, and bonus programs contingent upon LegalShield Advantage enrollment
- Commissions may be paid advanced or as-earned, level or high first year
- Review the Top 100 Broker List. Ensure that this is not a Top 100 Broker Prior to submission of this agreement. All Top 100 Brokers will require proper clearance.

I acknowledge that I have reviewed the current and posted Top 100 Broker list and the Rules of Engagement for the LegalShield Broker Program. By signing this form, I confirm that this insurance seller is not on the Top 100 Broker list. Failure to verify the list can result in the removal of this agreement from your organization. The Top 100 Broker list can be found in your AOBO, under B2B, Broker- Forms & Policies.

Signature: \_\_\_\_\_

Associate Number: \_\_\_\_\_

Name: \_\_\_\_\_

Date: \_\_\_\_\_



- SELLER/BUILDER AGREEMENT: 48%/16%
- Current Insurance License Must be included



AA.APP 2.16 51008

Corporate Offices: One Pre-Paid Way • Ada, OK 74820  
www.LegalShield.com • 580-436-7424

Today's Date      /      /       
MM DD YYYY

Fill in either the Individual SSN OR the Federal Tax I.D. No. for Business Entity. • Income will be reported to the number you list below. The SSN or EIN must match the name listed. **Please print in ALL CAPITAL letters. Use ONLY BLUE or BLACK INK. FAILURE TO PRINT LEGIBLY can cause DELAYS IN PROCESSING YOUR APPLICATION.**

## ASSOCIATE APPLICATION

### Personal Information

Applicant's Assigned Associate No. \_\_\_\_\_

If applying under a company name, print here \_\_\_\_\_

Mr.  Mrs.  Miss  Ms.  Dr. Primary contact if company named above \_\_\_\_\_

Applicant's Name \_\_\_\_\_  
Last First MI

\*If applicant is an individual, Co-Applicant refers to Spouse or Domestic Partners, Civil Union Partners, Same-Sex Partners, or other term specified by any local, state or federal statute. LegalShield may request supporting documentation when necessary.

\*Co-Applicant's Name \_\_\_\_\_  
Last First MI

Applicant's SSN or Federal Tax I.D. No. \_\_\_\_\_ DOB      /      /       
MM DD YYYY

If Applicant is known by another name other than the one listed above, Please PRINT HERE \_\_\_\_\_

Recognition Name - name used when applicant is recognized in publications and at events. \_\_\_\_\_

Address \_\_\_\_\_ Apt. # / Ste #

City State Zip + 4

Shipping Address \_\_\_\_\_ Apt. # / Ste #

(If different than mailing address) City State Zip + 4

Phone # ( ) \_\_\_\_\_  
Home

Phone # ( ) \_\_\_\_\_  
Cell

Phone # ( ) \_\_\_\_\_  
Business Ext.

Fax # ( ) \_\_\_\_\_

Email

**(Your privacy is a priority with us! We will not sell your email address or personal information of any kind to third party vendors.)**

**Sponsoring Associate** (Associate under whom the new Associate is being placed or is signing under)  
I certify that I understand I am responsible for working with the new Associate listed on this Associate Agreement.

Sponsoring Associate No. \_\_\_\_\_ Associate Name & Phone No. \_\_\_\_\_

**Placing Associate**  
I certify that I understand I personally recruited this new Associate and placed him or her in my organization under the Sponsor listed.

Placing Associate No. \_\_\_\_\_ Associate Name & Phone No. \_\_\_\_\_

# Payment Information

Your credit card charge or check is your receipt.

## LegalShield Advantage

\$19.95

(Note: This is a monthly fee. If paying with credit card, there will be an additional \$1 processing fee each month. If you choose to not utilize LegalShield Advantage click here . By opting out, you understand you will not be eligible for recognition or other incentives.)

## License Application Fee

\$ \_\_\_\_\_

Include if required in your state. Must be a separate check. Completed license application must accompany application.

Paid By:  Money order  Check  Credit Card

Amount to be charged \$ \_\_\_\_\_

Name on Card \_\_\_\_\_

Your Credit Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

**X**

Signature of Cardholder \_\_\_\_\_

## PROCUREMENT OF A CONSUMER AND/OR INVESTIGATIVE CONSUMER REPORT

By submitting this application, you understand that LegalShield may procure a consumer report and/or investigative consumer report on you. You also understand that at LegalShield's discretion subsequent consumer and/or investigative consumer reports may be procured during the term of your contract with LegalShield. These above-mentioned reports may include a Social Security Number verification. You are entitled to a complete and accurate disclosure of the nature and scope of any investigative consumer report of which you are the subject upon your written request, if such is made within a reasonable time after the date hereof. You may receive a written summary of your rights under 15 U.S.C. § 1681 et. seq. and Cal. Civ. Code § 1786. Your independent contractor position with LegalShield is contingent upon the successful completion of the above referenced investigative consumer report.

\*Please provide me with a copy of my investigative consumer report (CA, OK & MN residents only).  Yes  No

## COMMUNICATION AND INFORMATION

eService: It's more than a website. After your Associate Agreement has been processed and accepted, you can create a login name and check out various services! A subscription to eService for a fee provides your own legalshield.com marketing websites, subscriptions to regular company associate magazines and more.

Go to [www.legalshield.com](http://www.legalshield.com) to learn more.

I authorize LegalShield, to make direct payment by charge or draft of my checking/savings account from the financial information listed below. This authority will remain in effect until I notify LegalShield in writing to terminate the authorization. When I provide a check as payment, I authorize LegalShield to convert the paper check to an electronic fund transfer from my account. Funds may be withdrawn from my account as soon as the same day payment is received. My account will be drafted for the same amount each month on or about the effective date of my membership. I waive my right to notification of continued payment. If the amount or date of your payment changes, LegalShield will notify me at least ten days before the payment date. For inquiries, please call 580-436-7424.

## Receive Commissions by Direct Deposit!

CHOOSE ONE: Daily  Weekly  Monthly

(Subject to minimum accrual and other criteria established by the company)

## We need your account information for direct deposit.

CHOOSE ONE:  Checking  Savings OR

## Use the same account used for the Associate Agreement Entry Fee.

To be paid by direct deposit, you must include a voided check or deposit slip from the account into which the commissions are to be deposited unless you are paying your Associate Agreement Entry Fee by check from the same account into which you want your commissions directly deposited. If you do not provide information for direct deposit and check one of the options above, you will be paid commissions by check on a monthly basis subject to minimum accrual and other criteria established by the company. Associate fees will not be refundable unless the Associate Agreement is terminated by the Associate within the first 30 days after the effective date, any marketing materials or supplies are returned in usable condition and the Associate has not sold any memberships or recruited any other Associates.

## UNDER PENALTIES OF PERJURY, I CERTIFY THAT:

1. The numbers shown on this form is my correct taxpayer identification number.
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest dividends, or (c) the IRS has notified me that I am no longer subject to backup withholdings.

**NOTE: You must cross out item (2) above if you have been notified by the IRS that you are currently subject to backup withholding because of under reporting interest or dividends on your tax returns.**

**The following questions MUST be answered, if applicable, or the application will be returned.**

1. Have you pled to, or been convicted of, a felony?  Yes  No
2. Has anyone who might write business under this Associate Agreement pled to, or been convicted of, a felony?  Yes  No
3. Has any professional license (i.e. an insurance license) held by you in any state been suspended or revoked?  Yes  No
4. Has any professional license held by anyone who might write business under this Associate Agreement in any state been suspended or revoked?  Yes  No
5. Do you, or does anyone who might write business under this Associate Agreement, have any unresolved pending arrests and/or charges?  Yes  No

*If you answered "Yes" on any of these questions, please send documents concerning the matter. Having a felony will not necessarily preclude your acceptance as an Associate. If any changes occur to the answers you've given above after your Associate Agreement is approved, you are required to notify LegalShield immediately.*

- I have had explained to me the LegalShield membership and compensation plan and understand the benefits of both.
- I have read the Policies and Procedures on the reverse of this form and been given a copy and agree to them as in effect from time to time.
- If paying by check, I agree that LegalShield may convert my check into an electronic debit to be drawn on my account for the face amount shown on the check I've provided.
- By signing this form, I certify that I accept the placement of my Associate Agreement under the sponsoring Associate. I understand this agreement is subject to approval by a duly authorized officer/representative of LegalShield.

Signature of Applicant **X** \_\_\_\_\_

By Authorized Representative if Business Entity **X** \_\_\_\_\_

Applicant's LegalShield Membership No. \_\_\_\_\_

Applicant's SSN No. OR Federal Tax ID No. \_\_\_\_\_

# Policies and Procedures

We at LegalShield, believe that our business should be conducted in an ethical, honest, and fair manner, using the "Golden Rule" as a basic principle in all business activities. We expect our Associates to present our products/services in an honest and truthful manner, with dignity, always conscious of the reputation and integrity of LegalShield and its Associates.

**1** An Associate is an independent contractor and does not have a franchise, distributorship or other exclusive right to sell arrangement with LegalShield. LegalShield reserves the right to accept or reject any Associate Agreement in its sole discretion. An Associate is not an employee for federal tax purposes or any other purposes. An Associate is neither an agent, partner, nor involved in a joint venture with LegalShield. The Associate will be responsible for all costs or liabilities incurred by the Associate in the sale and/or distribution of all LegalShield products/services. The Associate shall not enter into any agreements or make any purchases in the name of, or on behalf of, LegalShield.

**2** An Associate at his/her own expense (if any) shall be responsible for the filing of any and all reports required by local law or public authority with respect to the sale of any products/services marketed by LegalShield and shall abide by any and all federal, state, county, and municipal laws, rules, regulations, and ordinances with respect to all sales. The Associate is responsible for providing LegalShield his/her Social Security number or Federal Tax Identification number for tax reporting purposes.

**3** An Associate does not have the authority to waive, change, or modify a LegalShield product or service in any way. Furthermore, no modification of any service is binding upon LegalShield unless authorized in writing at the corporate offices of LegalShield by an authorized officer of the Home Office.

**4** Regarding advertising:

(a) Only advertising and promotional material that is pre-printed, pre-approved, and properly licensed by LegalShield may be purchased or used in the promotion or sale of LegalShield products/services. An Associate agrees to pay for all supplies and marketing materials needed. Supplies should be obtained directly from LegalShield. If an Associate wishes to return supplies and obtain a refund, he/she must return the supplies in usable condition and request a refund within 15 days of the purchase date. If an Associate wishes to exchange a supply item for another, he/she must return the item in usable condition and request an exchange within 30 days of the purchase date. Obsolete material will not be eligible for refund or exchange.

(b) An Associate may not contact prospects by using auto dialers, unsolicited telemarketing, unsolicited advertisements to fax machines and/or any other method prohibited by applicable federal or state law.

In addition, an Associate initiating the transmission of unsolicited commercial electronic mail (spam), agrees to comply with all LegalShield policies regarding such advertising, as well as to applicable state and federal laws governing such transmissions.

(c) Any Associate sponsored website shall comply with these policies and any other policies of LegalShield relating to Associate websites.

**5** There are no territory exclusives. Any Associate may sell products/services in any state in which LegalShield is authorized to do business, except in those states where an insurance or other license or appointment is required unless the Associate meets those requirements. However, an Associate may recruit other Associates in any state in which LegalShield is authorized to do business, provided the prospective Associate is properly licensed in that state if so required for the sale of products/services.

**6** The Associate and the Associate's spouse and the Associate's children, will normally be regarded as one Associate for purpose of placement, downline or lineages. However, a spouse, may complete a separate Agreement (and submit the necessary fee), provided the Agreement is sponsored by the same person or entity. In the event of a dispute, the Applicant is the responsible party for all income as well as information on the account.

**7** The accepted practice is for a new Associate to be sponsored by the first person who contacted him/her regarding a particular LegalShield product/service. LegalShield will continue to support this practice. However, the relationship as to who sponsored the new Associate will be determined by the first completed Associate Agreement processed by LegalShield for that particular product/service.

**8** The identity of an Associate's downline is confidential, proprietary information that belongs to LegalShield. The Associate may not disclose the identity of the downline to third parties and may not use the information for any purpose other than promoting LegalShield during or after his or her relationship with LegalShield. In addition, the Associate shall not disclose to any person other than LegalShield any non-public information concerning members he/she acquires in connection with processing of membership applications.

**9** A change in the relationship between sponsor and Associate may be made by an active Associate filing a written resignation with the LegalShield product/service and remaining inactive in the product/service for the specified time frame. After that time, the Associate may be re-sponsored by a different person or entity by paying the appropriate fee. Resignation time frames range from six months to one year. Any sponsor change will result in the Associate losing his/her current level in the marketing plan and any downlines in place.

**10** The Associate Agreement and all rights and responsibilities thereunder may be passed by an Associate upon death by will, trust or other appropriate and legally executed provision. If there is no will or other instrument providing otherwise, LegalShield will deem the rights of this Associate Agreement to be held by (i) the Associate's spouse identified on the agreement; or (ii) if no spouse as provided by the law of distribution. In any transfer of the Associate Agreement, any outstanding debit balance of the deceased Associate at the time of death will be charged back against earned commissions, including renewals.

**11** An Associate may wish to sell his/her organization to another Associate. However, an Associate may not sell his/her organization in the first 12 months he/she is an Associate. After the first 12 months, the sale of an organization is permissible provided that a) LegalShield is notified of the sale and agrees in writing to the sale and to the effective date of the sale, b) LegalShield is provided a new tax identification number to which future income is reported, c) the appropriate fee is paid, and d) the selling and purchasing Associates comply with any other LegalShield policies relating to sales. Policies relating to sales are available from the Home Office of LegalShield.

**12** An Associate Agreement with LegalShield may be terminated as follows: (a) At any time upon written notice by the Associate; (b) By LegalShield, in its sole discretion, with thirty (30) days written notice to the Associate if the level of persistency of the Associate's business remains below a level considered by LegalShield to be acceptable; (c) Immediately by LegalShield for actions or statements by an Associate which LegalShield, in its sole discretion, determines to be contrary to the Company's best interests, including without limitation, if an Associate (i) violates the terms of the Associate Agreement or these Policies and Procedures as in effect from time to time; (ii) misrepresents the Company's name or any products or services; (iii) violates any other LegalShield policy; (iv) solicits memberships by using the name of the Provider Attorney firm; makes product or service claims or earnings claims contrary to any Company material; (v) reveals any LegalShield trade secrets or confidential and proprietary information, including without limitation names of Associates, members or corporate accounts or business plans or strategies; (vi) calls on an existing group account assigned to another associate, interferes with an existing group account's servicing schedule, or takes any action contrary to the interests of the group account.

(d) By LegalShield when an Associate fails to meet the continuing qualification requirements outlined in # 15 below. An Associate who terminates his/her Associate Agreement or who is terminated by LegalShield will, effective on the date of termination, no longer be entitled to any bonuses or commissions, including renewals, advanced or earned, personal or downline.

Associate fees will not be refunded unless the Associate Agreement is terminated by the Associate within the first 30 days after the effective date. Associate returns any unused marketing materials, and the Associate has not sold any memberships or recruited any other associates.

**13** Advance commissions for sales produced by the Associate or in the Associate's downline shall be paid only when sales of LegalShield products/services have occurred, and shall be earned only as fees on LegalShield products/services are received by LegalShield. LegalShield reserves the right, in its sole discretion, to change commission advance rates, pay commissions on an as-earned basis or to place commissions on hold on an individual or overall basis. Any sums advanced to the Associate shall create a debit balance which will be a loan to the Associate from LegalShield. This balance will normally be repaid by withholding earned commissions, including renewals, but the Associate is liable for repayment upon demand by LegalShield. An Associate may request commissions be paid on less than a 100% advance basis. Advance commissions are made in connection with the business of selling LegalShield products or services and the Associate agrees that they are not for the Associate's personal, family or household purposes.

**14** Any and all Associate accounts, including joint accounts and accounts of a related business entity of the Associate, shall be considered as one account for debit balances.

**15** So long as the Associate Agreement is in effect, an Associate will continue to receive commissions on a product/service line only so long as he/she produces at least three personal sales in the product/service line each quarter of the calendar year or maintains a personal membership. After qualifying for forty (40) quarters through the personal sales criteria, the Associate will be qualified in that product/service until the Associate Agreement is terminated. An Associate is not required to maintain a personal membership but may do so if desired for purposes of this section.

**16** Group accounts are the property of LegalShield and may be assigned to another Associate. Best efforts will be made to honor and preserve group accounts secured by an Associate. The Company reserves the right and authority, in its sole discretion, to reassign or reaffirm any Associate on a group account, for reasons, including but not limited to the following:

- (a) when servicing is one year or more delinquent;
- (b) when no new memberships are written in a given year except when 60% or more of the eligible employees are enrolled in a plan;
- (c) when disputes arise between one or more Associates regarding a group account; or
- (d) when, LegalShield determines, in its sole discretion, that the servicing of the group is inadequate.

**17** Advance and earned commission percentages on groups with more than 300 members will be determined on an individual basis by LegalShield.

**18** LegalShield reserves the right, in its sole discretion, at any time to no longer accept new membership sales or Associate recruitments from any Associate, or credit you with any new organization activity, and to adjust or change any compensation plan and incentive program at any time without prior notice. LegalShield may, in its

sole discretion, add, change or terminate any services offered by LS to any or all Associates at any time, in whole or in part, including but not limited to supplies, communications, newsletters, eservices, voice response systems or website services.

**19** No LegalShield products or services may be sold or offered in combination with any other product or service without prior written approval from an authorized officer of LegalShield. An Associate may not sell or offer to sell any legal service plan or product, or identify theft product other than LegalShield products or services without prior approval from an authorized officer at the Home Office. Insurance professionals offering products (e.g. auto/life/home insurance) which contain ancillary identity theft services are exempted from the "Identity Theft product" rule above, providing no "stand-alone" Identity Theft product is offered.

**20** An Associate may not proselytize, recruit or solicit in any manner any LegalShield Associate, including without limitation his or her first line, into any other company or organization during the term of the Associate Agreement and for 2 years after the date of any termination hereof.

**21** The failure of LegalShield to insist upon strict compliance with any of the Policies and Procedures herein shall not be deemed to be a continuous waiver in the event of any future breach or waiver of the Policies and Procedures. In the event of any conflict or inconsistency between these Policies and Procedures and any other marketing materials of LegalShield, including the Success Guide, these Policies and Procedures shall control.

**22** In the event that a provision of the Associate Agreement or these Policies and Procedures is held to be invalid or unenforceable, such provision shall be reformed only to the extent necessary to make it enforceable, and the balance of the Agreement and Policies and Procedures will remain in full force and effect.

**23** The Associate Agreement and Policies and Procedures will be governed by and construed in accordance with the laws of the State of Oklahoma. The Associate Agreement and Policies and Procedures constitute the entire agreement between the Associate and LegalShield and no amendment may be made, either written or oral, without the signature of an authorized LegalShield officer, provided that these Policies and Procedures may be amended from time to time by LegalShield by publication in a means reasonably available to Associates generally, including publication in periodic communications to Associates or on the LegalShield website. All disputes and claims related to LegalShield, the Associate Agreement, these Policies and Procedures and any other LegalShield policies, products and services, the rights and obligations of an Associate and LegalShield, or any other claims or causes of action between the Associate or LegalShield or any of its officers, directors, employees or affiliates, whether statutory in tort in contract or otherwise, shall be settled totally and finally by arbitration in Oklahoma City, Oklahoma, in accordance with the Commercial Arbitration Rules of the American Arbitration Association. However, Associate understands and expressly agrees that LegalShield may seek a temporary restraining order and/or preliminary injunction in state or federal court to maintain the status quo pending determination of the dispute. If any Associate files a claim or counterclaim against LegalShield or any of its officers, directors, employees or affiliates in any such arbitration, an Associate shall do so only on an individual basis and not with any other Associate or as part of a class action. Judgment on any award may be entered in the Pontotoc County District Court or in the United States District Court for the Eastern District of Oklahoma. The Associate consents to the jurisdiction and venue of such arbitration and such courts.





# LegalShield Broker/Agent Schedule of Commissions

LegalShield (LS) offers two compensation plans for its LegalShield, IDShield and Small Business plans. The first compensation plan offers commissions paid on a level rate for the life of the membership (Level Compensation Plan). The second compensation plan provides for commissions to be paid at a higher rate for the first year with variable renewals based on membership retention (High/Low Compensation Plan). Both compensation plan charts are provided below. Broker/Agent can choose their preferred compensation plan at the time of contracting. LS also offers a legal plan specifically for commercial truck drivers (CDLP). The CDLP has a specific compensation plan which varies from the other compensation plans. The compensation plan for CDLP will either be advanced or as earned depending on how Broker/Agent chooses to be paid on other plans.

All commissions are expressed as a percentage of the membership fees paid by the individual member and are amounts paid to the Broker/Agent as a writing agent. Amounts shown are the commission percentages applicable to LegalShield, IDShield, Small Business and CDL plans. Percentages shown represent the total amount of commissions available along with the indicated bonus level when Broker/Agent is presenting the products and enrolling members at indicated production levels.

Commissions are paid and earned as membership fees are collected by LS. Qualification for bonus levels is based on membership sales. A membership is a new legal plan membership or stand-alone identity theft plan. If an individual has any plan active with LS (or has had an active plan of any type within the last six months) the plan is not a new membership and does not count towards bonus levels.

In addition, LS also has various rates for company paid IDShield plans. All plan sales utilizing the company paid rate structure will be paid as level commission for the life of the membership regardless of the method chosen by the Broker/Agent for all other sales. This includes any family plan buy ups resulting from an employee account that is company paid. For commission rates and pricing related to the IDShield company paid program please contact your servicing agent or the LS broker services unit. These commissions are paid as LS receives fees from the group.



## Level Compensation Plan

Commissions are paid to Broker/Agent on LS membership plans based on the schedule below. Broker/Agent is eligible for bonus level commission on all sales made after 1,000 sales. Once Broker/Agent has sold 1,000 memberships, Broker/Agent shall receive the additional bonus compensation as indicated below on new sales so long as at least 750 memberships remain active. If the active number of memberships drop below 750, Broker/Agent compensation shall drop to the regular commission rate until such time as 1,000 memberships are active. Broker/Agent will then be eligible for bonus level commissions again as long as the active number of memberships stay at or above 750.

	<b>LegalShield &amp; IDShield</b> (Under 2000 EEs)	<b>LegalShield &amp; IDShield</b> (Over 2000 EEs)	<b>Small Business</b>	<b>Commercial Driver</b>
<b>First Year Commission</b>	<b>16.0%</b>	<b>12.0%</b>	<b>12.2%</b>	<b>29%</b>
<b>Renewal</b>	<b>16.0%</b>	<b>12.0%</b>	<b>12.2%</b>	<b>8.3%</b>
<b>Bonus Commission</b>	<b>3.4%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>6.4%</b>
<b>Bonus Renewal</b>	<b>3.4%</b>	<b>2.6%</b>	<b>2.6%</b>	<b>1.7%</b>

Commission percentages for other specialty plans may vary from the percentages shown above.

In the event that a LS Associate is also involved in the presentation and enrollment of members with Broker/Agent, then Broker/Agent and the LS Associate shall agree to the appropriate commission split. When Broker/Agent makes an introduction for a LS Associate, but does not otherwise participate in presentations and enrollments of members, the compensation to Broker/Agent shall be a total of 4%.



# High/Low Compensation Plan

First year commissions are the commissions paid for the first 12 months of the membership life. Renewal commissions are paid and/or earned in all months thereafter. Renewals vary depending upon the bonus commission level achieved by the Broker/Agent and the Monthly Retention Rate of all memberships sold in a given calendar month through the General Agency or any other entity enrolled by the General Agency. High/Low earned commissions are paid 1/12 over the first year of the membership. High/Low advanced commissions are paid during the first month of the membership.

Renewals are amounts the Broker/Agent will earn on memberships that "renew" or continue paying after the first 12 months of the life of the membership. Since the Broker/Agent receives a commission advance amount representing commissions for the first 12 months of payments made, all additional payments made by the member after month 12 represent renewal payments. The Broker/Agent will begin earning renewals beginning with the member's 13th payment. Renewal earnings for months 13-15 are applied in month 16 (cumulative), after a three-month evaluation period. All earnings will first be applied to any outstanding Debit Balance. Once the Debit Balance is recovered, future earnings will be paid to the Broker/Agent. Debit Balances will typically apply only to High/Low advanced commissions.

The Monthly Retention Rate of the memberships will be calculated by dividing the active memberships for a given production month by the total number of memberships originally processed during that month. The Monthly Retention Rate will be determined at the end of the 15th month for each production month and will thereafter remain the same fixed amount for the remaining life of memberships processed that month.





# High/Low Compensation Plan

LegalShield & IDShield Plans (Under 2,000 EEs)

First Year Commission Levels – LegalShield & IDShield Plans (Under 2,000 EEs)						
	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
Sales per month	Below 50	50-74	75-99	100-124	125-149	150+
Advance	48.0%	58.4%	60.9%	62.6%	64.3%	66.4%

**EXAMPLE:** The Broker/Agent processes 50 sales in the month of June. All 50 sales will be paid at 48% of the annual membership fees for each membership processed. In July all memberships processed will be paid at Bonus Level 1, or 58.4%, of the annual membership fees for each membership processed.

Annual Renewal Commissions – LegalShield & IDShield Plans (Under 2,000 EEs)						
Monthly Retention Rate	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
Up to 55%	3.07%	3.74%	3.90%	4.01%	4.12%	4.25%
56% to 65%	6.15%	7.49%	7.80%	8.02%	8.24%	8.50%
66% to 75%	9.22%	11.23%	11.70%	12.03%	12.36%	12.76%
76% to 85%	12.30%	14.97%	15.61%	16.04%	16.47%	17.01%
Above 85%	15.37%	18.71%	19.51%	20.05%	20.59%	21.26%

Annual Renewal Commission rates can range from 3.07% to 21.26% of annual membership fees for each plan processed, dependent upon the commission (bonus) level of the Broker/Agent and the Monthly Retention Rate for the given calendar month. Example: The Broker/Agent processed 10 memberships at bonus level 1 in June 2013. At the end of August 2014 (15 months of membership life) 7 members are still active. The Monthly Retention Rate for those memberships would be 70% (7/10 = .70, or 70%). The Annual Renewal Commission percentage paid to the Broker/Agent would be 11.23% of the annual membership fees paid by each member processed in June 2013, and would continue at this rate for the life of each membership. This is illustrated in the chart above at the point where the column 'Bonus Level 1' and row '66 to 75%' intersect.



# High/Low Compensation Plan

**LegalShield & IDShield Plans (Over 2,000 EEs)**

First Year Commission Levels – LegalShield & IDShield Plans (Over 2,000 EEs)						
	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
<b>Sales per month</b>	Below 50	50-74	75-99	100-124	125-149	150+
<b>Advance</b>	36.0%	43.8%	45.7%	46.9%	48.2%	49.8%

**EXAMPLE:** The Broker/Agent processes 50 sales in the month of June. All 50 sales will be paid at 36.0% of the annual membership fee for each membership processed. In July all memberships processed will be paid at Bonus Level 1, or 43.8%, of the annual membership fee for each membership processed.

Annual Renewal Commissions – LegalShield & IDShield Plans (Over 2,000 EEs)						
Monthly Retention Rate	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
Up to 55%	2.30%	2.81%	2.93%	3.00%	3.08%	3.18%
56% to 65%	4.61%	5.61%	5.85%	6.01%	6.17%	6.36%
66% to 75%	6.91%	8.42%	8.78%	9.01%	9.25%	9.55%
76% to 85%	9.22%	11.22%	11.70%	12.02%	12.33%	12.73%
Above 85%	11.52%	14.03%	14.63%	15.02%	15.41%	15.91%



# High/Low Compensation Plan

## Business Plan

**First Year Commission Levels – Business Plan**

	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
<b>Sales per month</b>	Below 50	50-74	75-99	100-124	125-149	150+
<b>Advance</b>	36.8%	44.8%	46.7%	48.0%	49.3%	50.9%

**Annual Renewal Commissions – Business Plan**

Monthly Retention Rate	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
Up to 55%	2.36%	2.87%	3.00%	3.08%	3.16%	3.26%
56% to 65%	4.72%	5.74%	5.99%	6.15%	6.32%	6.52%
66% to 75%	7.08%	8.62%	8.99%	9.23%	9.47%	9.78%
76% to 85%	9.44%	11.49%	11.98%	12.31%	12.63%	13.04%
Above 85%	11.79%	14.36%	14.98%	15.38%	15.79%	16.30%

Using the Annual Renewal Commission example given above, one of the 7 remaining active memberships is a Business Plan. That membership would have an Annual Renewal Commission percentage of 8.62% of the annual membership fees paid by that member, as shown in the above chart at the point where the column 'Bonus Level 1' and row '66 to 75%' intersect.



# High/Low Compensation Plan

## Commercial Driver Plan

First Year Commission Levels – Commercial Driver Plan						
	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
<b>Sales per month</b>	Below 50	50-74	75-99	100-124	125-149	150+
<b>Advance</b>	29.0%	35.4%	36.9%	37.9%	38.9%	40.2%

Annual Renewal Commissions – Commercial Driver Plan						
	Base Level	Bonus Level 1	Bonus Level 2	Bonus Level 3	Bonus Level 4	Bonus Level 5
<b>Renewal</b>	8.35%	10.12%	10.62%	10.88%	11.13%	11.51%

Using the Annual Renewal Commission example given above, one of the 7 remaining active memberships is a Commercial Driver Plan. That membership would have an Annual Renewal Commission percentage of 10.12% of the annual membership fees paid by that member, as shown in the above chart in column 'Bonus Level 1'.



# Compensation Selection

In the event that a LS Associate is also involved in the presentation and enrollment of members with Broker/Agent, then Broker/Agent and the LS Associate shall agree to the appropriate commission split. If Broker/Agent makes an introduction for a LS Associate, but does not otherwise participate in presentations and enrollments of members, the Broker/Agent and LS Associate shall mutually agree upon compensation for Broker/Agent.

Broker/Agent can review LS's policies and procedures governing the business practices of LS online at [www.associates.legalshield.com](http://www.associates.legalshield.com).

**Broker/Agent: Please mark the appropriate choice for each of the questions below:**

1. Broker/Agent wishes to be paid under the compensation plan checked below (*see Schedule of Commissions for definition of plans*):

High/Low Compensation Plan; or

Level Compensation Plan

2. Broker/Agent wishes to be paid:

Advanced commissions subject to chargebacks; or

As Earned

## LegalShield and Subsidiaries

State	Comp. <del>Appt.</del>	Testing Type	Pre-Lic. Course Required	CE Required	Lic. Type <del>Accp.</del>	Associate License Info and Fees
Alabama	Required	Not Required	Not Required	Not Required	Legal Service	License Application Fee \$80 plus (\$5) Transaction Fee/ Apt Fee \$47 Lic. Renews Biennially BM \$80/ Apt exp. Annually 12/31 \$30 Lic. App
Alaska	Required	Casualty Test	Casualty Test	Not Required	Producer Casualty	Lic. App Fee \$122 plus (\$5) Transaction Fee/ Test Fee \$89/ Fingerprint \$47/ Lic. Renews every 2yrs on BM \$127
Arkansas	Required	Not Required	Not Required	Not Required	Pre-Paid Legal	Fee \$70 plus (\$5) Transaction Fee/ Police Form \$24/ Apt Fee \$12 Lic. Renews Biennially on BM \$70/ Apt Renews exp 6/30 no fee
Illinois	Required	Not Required	Not Required	Not Required	Limited Lines Casualty	License Application Transaction Fee \$5/ Apt Fee \$58 Apt Renewal Annually on 12/31
Massachusetts	Required	Casualty Test	Casualty Test	24 hrs Triennially	Casualty	Lic. App Fee \$300 plus (\$5) Transaction Fee/ Test Fee \$65/ Apt Fee \$75 Lic. Renews every 3yrs on BM \$275/ Apt exp. Annually 6/30 \$75
Mississippi	Not Required	Product Test	Product Test	Not Required	Legal Agent	Lic. Application Fee \$10/ Lic. exp. Annually on 02/28 \$10
Montana	Required	Casualty Test	Casualty Test	Not Required	Legal Casualty	Transaction Fee (\$5)/ Test Fee \$75/ License exp. Biennially on Birth Month
Nebraska	Required	Not Required	Not Required	Not Required	Legal Expense P&C	Lic. Application Fee \$60 plus (\$5) Transaction Fee/ Apt Fee \$43 Lic. Renews Biennially on BM \$60/ Apt exp. Annually 04/30 \$33
New Jersey	Required	Not Required	Not Required	Not Required	Legal Expense P&C and L&H	Lic. App Fee \$100 plus (\$5) Transaction Fee/ Apt Fee \$80 Lic. exp Biennially on BM \$75/ Apt exp. Annually 05/01 \$25
North Dakota	Required	Legal Test	Not Required	Not Required	Legal Expense P&C and L&H	Lic. Application Fee \$100 plus (\$5) Transaction Fee/ Test Fee \$90/ Apt Fee \$10 Lic. exp. Biennially on BM \$100/ Apt exp. Annually on 04/15 \$10
South Carolina	Not Required	Not Required	Not Required	Not Required	DCA Legal	Application Fee \$40/ Lic. exp. Lic. exp. Annually on 10/01 \$40
Tennessee	Required	Not Required	Not Required	Not Required	Legal	Lic. Application Fee \$50 plus (\$5) Transaction Fee/ Apt Fee \$33 Lic. exp. Biennially on Birth Month/ One time apt fee \$33
Texas	Not Required	Not Required	Not Required	Not Required	Legal Service Rep	Application Fee \$20 Lic. exp. Annually on Date of Issue
Virginia	Not Required	Not Required	Not Required	Not Required	Pre-Paid Legal Service	Lic. App Fee \$50/ Lic. exp. Annually on 06/30
Wisconsin	Required	Not Required	Not Required	Not Required	Legal Expense Casualty	License Application Fee \$75 plus (\$5) Transaction Fee/ Fingerprints \$39/ Apt Fee \$20 Apt Fee \$20/ Apt exp. Annually on 12/31