

PCQ Factory

Frequently Asked Questions

1. What is a PCQ Factory?

The factory is designed to produce more associates that Performance Club Qualify (PCQ) within the associates organization.

2. What was the reason for this change?

To provide incentive for the upline to build and produce more PC qualifiers. Visit connect.legalshield.com/2018 for more details.

3. What is considered an open-line?

The open-line would be considered anyone between an associate and the next Executive Director or Platinum Executive Director.

4. When will the Factory Bonus pay out?

The Freedom Bonus will have to be completed before the Factory Bonus is paid out then the Factory Bonus will run in conjunction with those.

5. What are the retention requirements for this incentive? Is it personal or organizational?

Retention must meet or exceed 77% before being eligible to pay. This will check the 12-month rolling PC organizational retention and LSA before paying a bonus to the Power Team Sr. Director, ED or Platinum.

6. How is the Sr. Director ED determined? The month they qualified or the month they were recruited?

The bonus pays based to the eligible Power Team upline the month of qualifications. The bonus will pay out to the first Sr. Director at the time the bonus is paid.

7. What if an associate's ED is not very active but the next ED is, and they have been helping them grow the business – shouldn't they be the one to receive the PCQ Factory?

PCQ Factory bonuses will pay out to the first person eligible. If the first ED does not qualify, then the bonus will not roll to the next in line.

8. When is the first upline SD, ED, PED determined? Is this when the agreement processes initially or at the time of bonus qualification?

The bonus pays to the eligible Power Team upline based on the month of qualifications.

9. Will this bonus be received every time an associate PCQ? (Will this be a one month bonus or will they receive this every month?)

Every time a Freedom Bonus is issued, the factory checks will be issued.

10. Is this incentive just for those who are first time qualifying or will those who have been a PCQ in the past be eligible for this?

Anyone is eligible for this bonus.

11. If an associate is assigned, will they receive Sr. Director pay? Will general agents and brokers qualify since they are placed at that level? What about for ED pay?

No, assigned and placed associates are ineligible for this incentive.

12. What if an associate wasn't showing Sr. Director when the bonus was paid out, but it was fixed – will they then receive their bonus? Will there be a deadline in place for this?

No, this will have already been triggered in the system.

13. What if there's no Sr. Director, will the \$30 then pay out to the ED?

Yes, in this example, an ED can receive multiple levels of the bonus if there is no one between eligible to receive the bonus.

14. If an associate receives multiple bonuses, is there a breakdown or way to see what associates they received them from?

There will be programming in place for this to track the source of the bonus, but the report is not live at this time.

15. Will there be a limit or cap on the number of Factory Bonuses one associate can receive?

No.

16. If an associates is the first in line, are they eligible for all three bonuses?

Yes, when an associate PC qualifies, the first upline associate receives all of the bonuses that the associate is eligible for.

17. Is this the same as a matching bonus?

Yes, the PCQ Factory is considered a matching bonus.

18. Is an associate eligible for this incentive if they are in a hold status?

Yes, eligible for the incentive; however, the bonus will not pay until the following month. This will be reviewed case-by-case.

19. Will this apply to chargebacks?

No.