



Nashville PC Trip Frequently Asked Questions

Q: What is the time limit for the Nashville Performance Club (PC) trip?

A: Associates must Performance Club Qualify (PCQ) in April, May and June and meet all requirements during that time frame.

Q: What are the retention requirements for the Nashville PC trip?

A: Retention must meet or exceed the current 12-month rolling PC personal OR organizational retention.

Q: If an associate qualifies multiple ways for Nashville, will they be eligible for more than one trip?

A: No, associates are only eligible for one incentive trip.

Q: How many guests can an associate bring with them if they qualify for Nashville?

A: LegalShield will pay for one flight and one hotel room but associates are welcome to pay for any additional guest.

Q: Who will handle travel expenses for Nashville?

A: Winners must complete booking through the third-party vendor coordinating the travel accommodations by the established cutoff dates. If an associate fails to meet the established deadline, they will forfeit their trip.

Q: Can an incentive trip be transferred to another associate or redeemed for cash? What if an associate qualifies and can't attend?

A: Incentive trips are not transferable to another person and are not redeemable for cash.

Q: Can a general agent or broker qualify for Nashville? If so, would they have different incentive requirements?

A: A general agent/broker can qualify for Nashville if they meet all incentive requirements and have an active LegalShield Advantage (LSA) subscription.

Q: Will the point system change for Nashville?

A: No, the way that points are accrued stays the same, but the total number needed may vary on each trip incentive.

Q: Is the Nashville incentive different from the Business Solutions incentive?

A: The Business Solutions incentive and the Nashville PC trip are separate incentives.

Q: What is a power team ED?

A: A power team ED is a current Executive Director and has maintained that level and qualified three or more consecutive months.

Q: What is a “new power team ED”?

A: A “new” power team ED would be an Executive Director that has never qualified before for three consecutive months.

Q: How do you break a new power team ED?

A: An associate can break a new power team ED by having a downline associate qualify ED for three consecutive months for the first time.

Q: If an associate breaks a power team ED, do they have to remain a power team ED for the associate to qualify?

A: If an associate breaks power team ED anytime during April, May or June then the requirements will have been satisfied for the incentive period.

Q: How do associates track the progress to reach “breaking a new power team ED”?

A: Associates can find this information in the Level Advancement Report, Sr. Directors and Above, or on the Counters Report in LSEngage.

Q: If an associate is assigned as ED, would this apply to the power team ED categories?

A: No, assigned associates are ineligible and would not count for this category.

Q: For the builder’s category, do reinstatements count toward the nine new recruits number?

A: Yes, reinstatements count toward the nine new recruits number if they have been canceled for five years or longer and pay the associate fee.

Q: For the builder’s category, can the nine new recruits be in the associate’s organization or just in general?

A: The associate would have to be either the sponsor or the placer, if placed, of each of the nine associates within the organization.

Q: For the builder’s category, will the nine new recruits have to have legal plan memberships?

A: Yes, unless the associate is in a licensed state. If the associate is in a licensed state an IDShield plan will meet the requirements.

Q: For the builder’s category, can the three LevelUP qualifiers be in the same leg?

A: Yes, if the associate is listed as the recruiter.

Q: For the builder’s category, do the LevelUP qualifiers mean advancing from associate to sr. associate within the first 20 days, or does it mean any associate to sr. associate promotion?

A: The LevelUP qualifier must be within the first 20-day qualification period.

Q: For the builder's category, can new recruits qualify (9-3-1) for Nashville?

A: Anyone can qualify for Nashville by meeting the requirements of the builder's category. The category is not limited to existing associates (prior to April 1, 2018).

Q: For the builder's category, must the associate's new recruits stay active?

A: Yes

Q: For the builder's category, can the one new manager have been recruited and processed as an associate before April 1st?

A: No, all business must be done during the second quarter (April, May and June 2018).

Q: For the builder's category, does an associate's new recruits have to be LegalShield Advantage (LSA) subscribers?

A: No, associates who are recruited are not required to have LSA; however, the recruiting associate participating in the Nashville incentive is required to have LSA throughout the contest period.

Q: For the builder's category, does an active associate with no activity for five years that does a sponsor change count toward the new associate total?

A: No, the associate would be active and not considered a new recruit.

Q: For the builder's category, is there a different requirement if an associate doesn't recruit anyone?

A: No, associates must meet incentive requirements.

Q: For the builder's category, do the three LUQ and one new manager need to be new associates since 4/1/2018, or can any associate in our organization LUQ and become a manager?

A: To meet the builder's category requirements, the three LevelUP qualifiers and the one new manager must be part of the nine new associates.

Q: For the builder's category, can a general agent/broker count as one of the nine new recruits? If so, do they have to pay the associate fee, or will there be a production requirement before they will count as a new recruit?

A: Yes, general agent/brokers can count towards the nine new recruits total when the associate fee has been paid by the general agent/broker.

Q: If an associate is a B2B associate, can they qualify under the builder's category?

A: Yes, if the associate meets all incentive requirements.

Q: For the producer's category, is the 3,200 points new points earned or will carryover points count?

A: Only new points earned during the quarter (April, May and June) will count toward this incentive.

Q: For the producer's category, are the total premium points for personal business only or can it be partly organizational business?

A: Personal business only.

Q: For the producer's category, do associates have to be listed as the servicing associate on the group to receive the points for the new group? What about premium points?

A: The associate will have to be listed as the servicing associate for new groups opened points. The associate would not have to be listed as the servicing associate for premium points.

Q: For the producer's category, if there is a commission split on a group, how are the premium points applied? Will the premium points round up?

A: Premium points are the same as Performance Club points and will be applied the same way.

Q: For the producer's category, do the 150 points associates receive for each new group include the membership points? Or is this on top of the membership points earned for each membership?

A: An associate will receive 150 points for opening a new group, plus what membership points are generated by the underlying memberships.

Q: For the producer's category, will a conservation group count as a new group for the associate?

A: No, conservation groups are not considered "new" groups opened.

Q: For the producer's category, will a fringe group count for Nashville?

A: Yes, it will count, if an associate opens a small fringe group and submits the group with first payment before June 30th.

Q: Can an associate qualify for the producer category if they are more of a networker?

A: Yes, the associate can qualify, if the associate meets all incentive requirements.