



PCQ Factory

Frequently Asked Questions

Q: What is PCQ Factory?

A: The factory is designed to reward associates who are building a team of Performance Club Qualifiers (PCQ) within their organization.

Q: What is considered my open-line?

A: Your open-line is any associate in your organization not under another Senior Director, Executive Director or Platinum Executive Director, depending on the bonus level to be paid. For example, you would earn a Senior Director bonus if you are qualified for that level and there is no other Senior Director between you and the PCQ associate.

Q: When will the Factory Bonus pay out?

A: Factory Bonuses are paid in conjunction with the Freedom Bonus and generally paid around the 7th of each month.

Q: What are the retention requirements for this incentive? Is it personal or organizational?

A: Retention must meet or exceed a 12-month rolling PC personal OR organizational retention of 77%. As with all LegalShield incentives LegalShield Advantage (LSA) is required for any bonus.

Q: How is the Senior Director, Executive Director, and Platinum Executive Director determined? The month they qualified or the month they were recruited?

A: The bonus will pay out to the first qualified Power Team at the time the bonus is paid, which is based on sales made the previous month.

Q: Will this bonus be received every time an associate Performance Club Qualifies (PCQs)? (Will this be a one-month bonus, or will they receive this every month?)

A: Every time a Freedom Bonus is paid, the Factory Bonus will be paid as well.

Q: Will the recruiter receive a bonus every time an associate PCQs?

A: Yes, the placer/recruiter will receive the Recruiter PC Bonus each time their recruit receives a Freedom Bonus.

Q: Is this incentive just for those who are first-time qualifying, or will those who have been PCQ in the past also be eligible for this?

A: Any associate that qualifies for a Freedom Bonus will also generate the appropriate Factory Bonuses.

Q: If an associate is assigned, will they receive a Factory Bonus?

A: No, assigned and placed associates are ineligible for this bonus.

Q: If there is no Senior Director, will the \$30 then pay out to the ED?

A: Yes, in this example, a qualified Executive Director can receive multiple levels of the Factory Bonus if there is no one else who is eligible to receive that level of the bonus.

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

A: No, the more associates who qualify for a Freedom Bonus in your downline, the higher your potential reward.

Q: If an associate is the first qualified upline, are they eligible for all four bonuses?

A: Yes, if an associate is the first upline Power Team Platinum, they are potentially eligible for all levels of the Factory Bonus, so long as all requirements are met.

Q: If an associate is assigned, will they receive ED pay?

A: If an associate is placed or assigned at the ED level, the associate would receive the ED level commissions, but assigned and placed associates are ineligible for incentives.

Q: Will General Agents and Brokers qualify since they are placed at that level?

A: Brokers and General Agents are defaulted to the Senior Director level of commission but they will not receive bonuses until they have met the personal or organizational counter requirements and PC Factory activity requirements.

Q: Does an associate need to be currently Platinum, Platinum for three months or Platinum World?

A: All Factory Bonus levels above the recruiter are required to be Power Team qualified which requires three consecutive months at that level.

Q: Does the Power Team Senior Director have to be Performance Club Qualified to receive the \$30 bonus?

A: Yes, all levels of the Factory Bonus require the associate to personally meet the Performance Club Premium requirements, as well as a rolling 12 month personal or organizational retention rate of 77% and LSA subscription.

Q: If an associate PC Qualifies but then falls out of PC Qualification, would the recruiter begin receiving the Recruiter Bonus once the associate PC Qualified the second time?

A: Yes.

Q: What if an associate's LSA drops for one month, would the associate receive back pay for the Factory Bonus once they PC Qualify the second time?

A: No, LSA is a requirement throughout the entire incentive period.

Q: Would the sponsor (placer/recruiter) qualify for the bonus if the downline used the PC Reboot the previous month and met reboot requirements?

A: When the Freedom Bonus is paid out, the matching Factory Bonus will also be paid.