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## B2B Seller Plan

### Advancement through Direct Sales /Elite Tier Groups Under 200 EEs

LegalShield offers advance commissions on memberships sold. For new B2B Independent Associates, we have a commission plan that introduces you to the business in a way that allows for significant income potential while you grow and develop your business.

	Dual Plans		LegalShield	IDShield Only		
	Family	Individual	Family or Ind.	Family 1B	Individual 1B	
Monthly Member Fee	\$41.90	\$34.90	\$21.95	\$22.95	\$12.95	Commission Percentage
Executive Director	\$238.88	\$198.97	\$125.14	\$130.84	\$73.83	47.51%
Sr Director	\$190.45	\$158.64	\$99.77	\$104.32	\$58.86	37.88%
Director	\$142.03	\$118.31	\$74.41	\$77.80	\$43.90	28.25%
SR Manager	\$103.30	\$86.04	\$54.11	\$56.58	\$31.93	20.54%
Manager	\$77.47	\$64.53	\$40.59	\$42.43	\$23.94	15.41%
Sr Associate	\$58.10	\$48.40	\$30.44	\$31.83	\$17.96	11.56%
Associate	\$45.19	\$37.64	\$23.67	\$24.75	\$13.97	8.99%

Effective October 1, 2021

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## Level Advancement Schedule

- **ASSOCIATE:** This is your starting level when you join LegalShield.
- **SENIOR ASSOCIATE:** Advance to the Senior Associate level when you achieve \$180 in personal membership premium written.
- **MANAGER:** Advance to Manager when you achieve \$500 in personal membership premium written.
- **SENIOR MANAGER:** Advance to Senior Manager when you achieve \$2,000 in personal membership premium written.
- **DIRECTOR:** Advance to Director when you achieve \$4,000 in personal membership premium written.
- **SENIOR DIRECTOR:** Qualify monthly for Senior Director when you generate \$800 in personal membership premium written in one month. Qualify in one month for commissions at this level the following month.
- **EXECUTIVE DIRECTOR:** Qualify monthly for Executive Director when you generate \$1,600 in membership premium written in one month. Qualify in one month for commissions at this level the following month.
- **BRONZE EXECUTIVE DIRECTOR:** Qualify monthly when you generate \$2,400 in personal membership premium written in one month. Qualify in one month for commissions at this level the following month.
- **SILVER EXECUTIVE DIRECTOR:** Qualify monthly when you generate \$3,200 in personal membership premium written in one month. Qualify in one month for commissions at this level the following month.
- **GOLD EXECUTIVE DIRECTOR:** Qualify monthly when you generate \$4,000 in personal membership premium written in one month. Qualify in one month for commissions at this level the following month.
- **PLATINUM EXECUTIVE DIRECTOR:** Qualify monthly when you generate \$4,800 personal membership premium written in one month. Qualify in one month for commissions at this level the following month.

**Things you need to know:** Commissions are paid based on membership premium written, either personal, or when an eligible Associate on your team makes a sale. Commission amounts shown represent a one-year advance. If a membership cancels during the advance period, you will be charged back against future commission advances. Commissions are paid daily via direct deposit with a minimum of \$20, if you have submitted a processable membership premium during the month (or previous month if Executive Director). This program is based on membership premium written.

**NOTE:** When an Associate in your organization makes a sale, you will receive the Override Advance for each level between yourself and the next active Associate in your downline. Compensation is subject to change without notice and is subject to all company policies and procedures. All Associates with a production date prior to the last revision of the advancement criteria will need personal activity (which may include a personal membership premium written or personal recruit) to promote through new advancement criteria. Organizational memberships include all personal and organizational memberships. You will be charged a \$35 non-taken fee (in addition to the chargeback amount) for memberships on which money is not collected. See LSEngage.com for details about compensation.

## Renewals

**Things you need to know:** Renewals are amounts you earn on memberships that "renew" or continue paying after the first 12 months (1-year) of the life of the membership. Since you receive a commission advance amount representing your commissions for the first 12 months of payments made, all additional payments made by the member after month 12 represent renewal payments which you earn. When will I be paid? You will begin earnings renewals at the beginning of month 13 (1-year). A one-time Cash Residual Commission equal to 10% of the original advance commission will be paid with the member's 13th payment and is not subject to chargebacks. Additionally, annual renewal commissions of 10% (of the original advance) will be paid as the member makes their monthly payment up to a maximum of 20 years. All renewal commission will be first applied to any outstanding debit balance you may have. Once the debit balance is recovered, future earnings will be paid to you. See full compensation plan details online at LSEngage.com. Subject to change at any time without notice. Subject to all LegalShield Policies and Procedures.



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