



COMPENSATION PLAN

\$60 GOSMALLBIZ TOOLBOX

Effective November 1, 2008

Welcome to Pre-Paid Legal! You are now in business for yourself, but not by yourself. As a Junior Associate, you can now advance to the other levels of the commission structure quickly to receive larger commission advances on your sales. As you advance, you will also receive override commissions on the sales made by people you bring into the business.

Higher Commissions Immediately!
 If your first activity is to recruit a new Junior Associate AND sell that person a membership, you will immediately advance to Associate level and receive the Associate level advance on that sale!

Advance Based on the Following:

NOTE: In considering placing associates for the purposes of helping your recruits advance to either Associate or Sr. Associate level, please be aware that both the associate agreement AND the new membership must be credited to the sponsoring Associate. Advancement to either level will not occur if you place an associate agreement under your recruit, but keep the placed associate's membership yourself. In licensed states, the membership may be either a Pre-Paid Legal membership OR an Identity Theft Shield membership. In non-licensed states, the membership must be a Pre-Paid Legal membership.

Associate: Recruit one (1) new Junior Associate with a new membership (OR) advance when you have 25 membership counters.

At Associate level, your Cumulative Override Bonus Advance per sale from the following level would be:

- Junior Associate: \$44.24

Senior Associate: Recruit three (3) frontline individuals or businesses each with a new membership (OR) advance when you have a total of 50 organizational membership counters.

At Senior Associate level, your Cumulative Override Bonus Advance per sale from the following levels would be:

- Junior Associate: \$132.72
- Associate: \$88.48

Manager: When you have at least three (3) active frontline individuals or businesses with active memberships, then help one of your downline associates become a Senior Associate (OR) advance when you have a total of 100 organizational membership counters.

At Manager level, your Cumulative Override Bonus Advance per sale from the following levels would be:

- Junior Associate: \$176.96
- Associate: \$132.72
- Senior Associate: \$44.24

Director: When you have at least three (3) active frontline individuals or businesses with active memberships, then help three (3) associates in separate legs in your downline achieve Manager Level (OR) advance when you have a total of 250 organizational membership counters, with no more than 200 membership counters from 1 leg.

Qualified Directors will receive Breakaway Bonuses on up to 6 generations of qualified Breakaway Directors! (See your Success Guide for details.)

At Director level, your Cumulative Override Bonus Advance per sale from the following levels would be:

- Junior Associate: \$221.20
- Associate: \$176.96
- Senior Associate: \$88.48
- Manager: \$44.24

Executive Director: Become an Executive Director by having 75 membership counters in one month in one of three ways: 1) You can qualify with 75 personal membership counters. 2) If you have at least one (1) Director leg and three (3) personal membership counters, you may count up to 25 membership counters from ANY leg to reach your goal of 75. 3) If you have less than three (3) personal membership counters, you can only count up to 25 membership counters from your Director legs. You must have at least three (3) Director legs to qualify for this option.

Unlike the other levels, the Executive Director level requires a monthly qualification. You qualify in one month & receive the bonus on the next month's business.

As Director qualified for Executive Director, your Cumulative Override Bonus Advance per sale from the following levels would be:

- Junior Associate: \$278.71
- Associate: \$234.47
- Senior Associate: \$145.99
- Manager: \$101.75
- Director: \$57.51

Note: Cumulative Override Bonus Advances are paid to the first person in the upline at the higher level.

Commissions are paid based on membership sales, either personal sales or when a member of your team makes a sale.

	JR. ASSOCIATE	ASSOCIATE	SR. ASSOCIATE	MANAGER	DIRECTOR	EXEC. DIRECTOR
Personal Sales Advances						
	\$44.24	\$88.48	\$176.96	\$221.20	\$265.44	\$322.95
Cumulative Override Bonus Advances						
When an Associate in your organization makes a sale, you will receive the Override Bonus Advance for each level between yourself and the next active Associate in your downline.						
JR. AA	If Sale Originates Here	\$44.24	\$132.72	\$176.96	\$221.20	\$278.71
AA			\$88.48	\$132.72	\$176.96	\$234.47
SR. AA				\$44.24	\$88.48	\$145.99
MGR.					\$44.24	\$101.75
DIR.						\$57.51

For example: If your Senior Associate sells a membership and you are the first manager in the upline, this is your Override Bonus Advance.

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- You will be charged a \$35 Non-Taken Fee (in addition to the chargeback amount) for memberships on which money is not collected.
- Commission amounts shown represent advances. If a membership cancels during the advance period, you will be charged back against future commission advances.
- Organizational counters include all personal and downline counters.

- This compensation plan is subject to change without notice and is subject to all PPLSI Policies and Procedures.
- All associates with a production date prior to November 1, 2008 will need personal activity to promote through the new compensation plan.