

Congratulations!

You are a Pre-Paid Legal Independent Associate

You are now the owner of your very own business; able to set your own hours, be your own boss, and the sky is the limit on how much you can earn. You now join Independent Associates across the country in an effort to spread Justice for All to everyone. In a market that has only 3% saturation, you can be assured there are millions out there that have yet to discover the peace of mind a Life Events Legal Plan can bring. Now you can also help combat the fastest growing crime in America by offering the Identity Theft Shield. You are offering a product that truly has an impact on lives across North America. **You can even help others achieve success** and financial security by signing them up to become Pre-Paid Legal Independent Associates, just like you!

Before beginning your first steps on this new career path, take a few moments to reflect on the experiences and decisions that brought you here. Have you made this choice because you want more free time; a new, meaningful career; extra income; financial independence? **Create your mission statement.** Internalize this statement so you will have built in encouragement for when you encounter the bumps along the way.

The Levels of Advancement:

| | | |
|---|--|---|
| 1 | Your First Step is to Advance to Associate | 1 |
| 2 | Senior Associate | 2 |
| 3 | Manager | 3 |
| 4 | Director | 4 |
| 5 | Executive Director | 5 |



How To Advance

As a Pre-Paid Legal Independent Associate, you are able to advance through our compensation plan by signing people up as Independent Associates and/or selling Memberships. **New Associates begin at the Jr. Associate Level.** Advancement is easy, and as you advance, you earn a larger commission for your sales.

Your first step will be to advance from the Jr. Associate level to the Associate Level. There are two different ways to do this:

- **Sign up one new person as a Jr. Associate and sell that same person a membership. Do this as your very first step, and you will immediately advance to Associate level and receive the Associate level commission for that sale!**
- **Have a total of 25 membership counters.**

Once you accomplish that, you will be advanced to the Associate level and your commission will be doubled! Then your next step will be to reach the Senior Associate level. Again, there are two options to advance to Senior Associate:

- **Have three frontline Associates, each with a membership.**
- **You have a total of 50 organizational membership counters.**

Your Associate Intro Kit will be arriving from Pre-Paid Legal soon! It contains everything needed to get started: including brochures, applications, and your Success Guide. Additional supplies can be ordered from Pre-Paid Legal's online Supply Store.

Your Success Guide will show you exactly how to fill out Associate and Member Applications as well as provide you with details on how to advance even further in the Compensation Plan, and much more!

Your Blueprint to becoming a successful Independent Associate.



Getting Started Right : Identify your Contacts - Memory Joggers -

THIS IS ONE OF THE MOST SIGNIFICANT EXERCISES IN BUILDING A SUCCESSFUL BUSINESS.

We all know a certain group of people. The people we grew up with, our friends, people we work with or people we've simply come in contact with. This list of people can be the key to unlocking your successful future.

You will want to make a list of as many people as possible. Don't get hung up on a specific number, but think as if you were getting paid by the name. Let's use \$100 a name. Now, how many people can you think of?

As time goes by, you will constantly be adding to this list through referrals, new contacts, remembering old acquaintances, etc.

The following pages should help "jog" your memory. Think carefully about each specific description listed and consider who you might know within each one. As you are doing this, be sure to think about those who are "local" to you and those who you would consider to be "long-distance". When you think of a name, enter it in the space provided.

It is very important not to PREJUDGE anyone while compiling this list. Don't worry about if you think they would do this or not.

This exercise is meant to put everyone you know on paper and create a gameplan to help them learn about Pre-Paid Legal.

The Members of Your Own Family

- Father and Mother
- Father-In-Law and Mother-In-Law
- Grandparents
- Children
- Brothers and Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

Those Who Are Your Closest Friends And With Whom You Associate Regularly

- Friends and neighbors
- People you work with
- Church members
- Sunday school class members

People You Know Who Are Decision Makers

- Business owners
- Human Resources Directors
- Office managers

People You Know Who Are In Direct Sales

- Business/office machine salespeople
- Insurance salespeople
- Car salespeople

Those You Meet In Organizations Or Clubs

- Civic groups, Rotary, Exchange, Jaycees
- Political clubs
- Lodge, Elks, Moose, etc.
- Missionary societies, brotherhood groups
- Merchants or farm organizations
- School groups, boosters, alumni, PTA, etc.

Those You Have Been Associated With In the Past

- Schoolmates
- Former co-workers
- People in your home town
- Military cohorts

Those You Do Business With

- Doctor, lawyer, barber, merchants, grocer
- Gas station attendant, dry cleaner, postal worker
- Beauticians, jewelers, waiters/waitresses
- Anyone you do business with

List of Acquaintances Already Available

- Christmas card list
- Address book
- Daytimer, planner
- List of fellow employees
- Church directory

Your Blueprint to becoming a successful Independent Associate.



Getting Started Right : Identify your Contacts - Memory Joggers -

ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

- Accounting
- Acting
- Advertising
- Aerobics
- Air Force
- Airline
- Alarm Systems
- Antiques
- Apartment
- Architect
- Army
- Art
- Artificial Nails
- Asphalt
- Athletics
- Auctioneer
- Automobile
- Babysitters
- Banking
- Barber
- Baseball
- Basketball
- Beauty Salon
- Beepers
- Bible School
- Bicycles
- Blinds
- Boats
- Bonds/Stocks
- Books
- Bookkeeping
- Boys Clubs
- Broadcasting
- Brokers
- Builders
- Buses
- Cable TV
- Cameras
- Camping
- Crafts
- Credit Union
- Day Care
- Delivery
- Dentists
- Dermatologists
- Designers
- Detectives
- Diet Industry
- Direct Mail
- Disc Jockey
- Doctors
- Driving Range
- Dry Cleaners
- Dry Wall
- Education
- Electrician
- Engineering
- Entertainment
- Eye Care
- Fax Equipment
- Farming
- Film Industry
- Firemen
- Fishermen
- Florists
- Food Service
- Furniture
- Gardens
- Gift Shops
- Girls Clubs
- Golfing
- Government
- Graphic Arts
- Grocery Stores
- Gymnastics
- Hair Care
- Handicapped
- Handyman
- Hardware
- Health Clubs
- Health Insurance
- Hearing Aids
- Helicopters
- Hiking
- Horses
- Hospitals
- Hotels
- Hunting
- Ice Cream
- Ice Skating
- Income Tax
- Insurance
- Investments
- Janitor
- Jewelry
- Judo
- Karate
- Kindergarten
- Laundries
- Lawn Care
- Leather
- Leasing
- Libraries
- Lighting
- Livestock
- Loans
- Luggage
- Lumber
- Mail
- Management
- Manufacturing
- Mathematics
- Mechanics
- Mental Health
- Miniature Golf
- Mobile Homes
- Mortgages
- Motels
- Motion Pictures
- Movie Theatres
- Museums
- Music
- Mutual Funds
- Navy
- Newspapers
- Nurses
- Nutrition
- Office Machines
- Office Furniture
- Oil Changes
- Optometrists
- Orthodontist
- Painting
- Parking
- Parties
- Pediatricians
- Pedicures
- Pensions
- Perfume
- Personnel
- Pest Control
- Pets
- Pharmacies
- Phones
- Photography
- Physician
- Pianos
- Pizza
- Plastics
- Plumbing
- Podiatrist
- Police
- Pollution
- Pools
- Preschools
- Printing
- Property Mgmt.
- Psychiatrists
- Psychologists
- Publishers
- Racing
- Radio
- Railroad
- Real Estate
- Rehabilitation
- Religion
- Rental Agencies
- Reporters
- Resorts
- Rest Homes
- Restaurants
- Roller Blading
- Roofing
- Safety
- Sales
- Sandblasting
- Satellites
- School
- Screen Printing
- Scuba Diving
- Secretaries
- Security
- Self Defense
- Sewing
- Sheetrock
- Shoe Repair
- Siding
- Signs
- Singing•Skating
- Skeet Shooting
- Skiing
- Skin Care
- Soccer
- Social Services
- Softball
- Software
- Spas
- Sporting Goods
- Steam Cleaning
- Stereos
- Stocks
- Surgeons
- Surveyors
- T-Shirts
- Tailors
- Tanning Salons
- Taxes
- Teachers
- Telecommunications
- Telemarketing
- Television
- Tennis
- Theatres
- Therapists
- Tile Layers
- Tires
- Title Companies
- Tools
- Towing
- Townhouses
- Training
- Transmissions
- Trucking
- Typesetting
- Unions
- Universities
- Upholstery
- Used Cars
- Vacuum Cleaners
- Vending
- Veterinarian
- Veterans
- Video
- Volunteers
- Wallpaper
- Waste
- Watches
- Water Skiing
- Weddings
- Wine
- Woodworking
- Writing
- Zoos
- Washington
- West Virginia
- Wisconsin
- Wyoming
- Provinces/Territories
- Alberta
- British Columbia
- Manitoba
- New Brunswick
- Newfoundland
- Northwest Territories
- Nova Scotia
- Nunavut Territory
- Ontario
- Prince Edward Island
- Quebec
- Saskatchewan
- Yukon Territory



Your Support Team

Pre-Paid Legal has carefully structured its network of Independent Associates so you will always have a highly trained support team there to help. With your sponsor, or by calling Marketing Services, fill out the following information so you will always have someone to call when you need training, advice, or just encouragement along the way.

My Sponsor

Name: _____
 Phone: _____
 Cell: _____
 Email: _____

My Upline Manager

Name: _____
 Phone: _____
 Cell: _____
 Email: _____

Marketing Services (580) 436-7424 is your Home Office support.

My Upline Director

Name: _____
 Phone: _____
 Cell: _____
 Email: _____

My Upline Executive Director

Name: _____
 Phone: _____
 Cell: _____
 Email: _____

QUICK REFERENCES

- The Associates Only Website, accessible through **prepaidlegal.com**, offers access to online tools, the PPL Supply Store, training information and much more!
- **www.pplmediaroom.com**: A great source for the latest PPL news and information.

Schedule your first Private Business Reception! You may want your Sponsor or an Upline to help with your first PBR. If so, sit down with them right away and decide on a time and date, then start planning who to invite!

Day: _____

Date: ___/___/_____

Time: ____:____

MY TOP TEN CONTACTS:

| Name | Phone |
|------|-------|
| 1. | |
| 2. | |
| 3. | |
| 4. | |
| 5. | |

| Name | Phone |
|------|-------|
| 6. | |
| 7. | |
| 8. | |
| 9. | |
| 10. | |



Your Blueprint to becoming a successful Independent Associate.

States at a Glance

| STATE | PLAN | PLAN AVAILABLE | PPL BRO | BASIC RATE | GROUP RATE | LIC/REN FEES | SPAN | EXP | BUS | LS | HBBR | LSE | LOLP | CDLP |
|---------------|------------------|----------------|---------|------------|------------|----------------|------|-----|-----|----|------|-----|------|-----------|
| Alabama | Titles I - V | AUG 89 | 25 | 16.00 | 14.95 | \$70/\$30 | | EXP | BUS | LS | HBBR | | LOLP | BASIC |
| Alaska | | | | | | | | | | | | | | |
| Arizona | Titles I - V | JUNE 88 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | | + | BASIC |
| Arkansas | Titles I - V | AUG 92 | 25 | 16.00 | 14.95 | \$47/\$35 | | EXP | BUS | LS | HBBR | | LOLP | BASIC |
| California | Titles I - V | OCT 90 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Colorado | Titles I - V | JAN 88 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Connecticut | Titles I - V | JAN 96 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | | BASIC (S) |
| Delaware | Titles I - V | FEB 96 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| DC | Titles I - V | JUNE 94 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | LSE | | BASIC (S) |
| Florida | Titles I - V | APR 90 | 25 | 16.00 | 14.95 | \$176/\$60 | SPAN | EXP | BUS | LS | | | LOLP | BASIC |
| Georgia | Titles I - V | DEC 91 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC |
| Hawaii | Titles I - V | AUG 95 | 25 | 21.00 | 19.95 | | | π | π | | π | | | |
| Idaho | Titles I - V | APR 01 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | | | BASIC (S) |
| Illinois | Titles I - V | JAN 89 | 25 | 16.00 | 14.95 | \$50/\$50 | SPAN | EXP | BUS | LS | HBBR | | LOLP | BASIC |
| Indiana | Titles I - V | OCT 95 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Iowa | Titles I - V | JUNE 93 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Kansas | Titles I - V | MAY 88 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Kentucky | Titles I - V | NOV 90 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Louisiana | Titles I - V | JULY 88 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Maine | Titles I - V | MAR 96 | 25 | 16.00 | 14.95 | | | EXP | BUS | | | | | BASIC (S) |
| Maryland | Titles I - V | MAY 94 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | LSE | | BASIC (S) |
| Massachusetts | Titles I - V | JAN 01 | 25 | 16.00 | 14.95 | \$440/\$75/% | | EXP | | LS | | | | |
| Michigan | Titles I - V | JAN 88 | 25 | 16.00 | 14.95 | | | EXP | | LS | | | | RDA |
| Minnesota | Titles I - V | AUG 96 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Mississippi | Titles I - V | MAY 97 | 25 | 16.00 | 14.95 | \$10/\$10 | | EXP | BUS | LS | HBBR | | LOLP | BASIC |
| Missouri | Titles I - V | FEB 88 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Montana | Titles I - V | MAY 99 | 25 | 16.00 | 14.95 | \$75/% | | EXP | BUS | LS | HBBR | | | |
| Nebraska | Titles I - V | JAN 96 | 25 | 16.00 | 14.95 | \$120/\$20/% | | EXP | BUS | LS | HBBR | LSE | | BASIC |
| Nevada | Titles I - V | OCT 93 | 25 | 16.00 | 14.95 | | SPAN | EXP | ! | LS | HBBR | | | |
| New Hampshire | Titles I - V | OCT 03 | 25 | 16.00 | 14.95 | | | | | | | | | BASIC (S) |
| New Jersey | Titles I & V | APR 87 | 56 | 9.95 | 9.95 | | | | | LS | | | | RDA |
| New Mexico | Titles I - V | MAR 89 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| New York | Titles I, II & V | JUNE 88 | 22 | 13.95 | 13.95 | | SPAN | + | ! | LS | | | | RDA |
| N Carolina | Titles I - V | MAY 94 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| @ N Dakota | Titles I - V | MAR 96 | 25 | 16.00 | 14.95 | \$200/\$10/#/% | | | | | | | | BASIC |
| Ohio | Titles I - V | FEB 95 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC |
| Oklahoma | Titles I - V | OCT 87 | 25 | 16.00 | 14.95 | | SPAN | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Oregon | Titles I - V | JULY 95 | 25 | 16.00 | 14.95 | | | EXP | + | LS | HBBR | | | BASIC |
| Pennsylvania | Title I - V | MAY 94 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Rhode Island | Title I - V | APR 03 | 52 | 16.00 | 14.95 | | | | | | | | | RDA |
| S Carolina | Title I - V | AUG 96 | 25 | 16.00 | 14.95 | \$40/\$40 | | EXP | BUS | LS | HBBR | LSE | | BASIC |
| S Dakota | Titles I - V | MAY 94 | 25 | 16.00 | 14.95 | | | | | | | | | RDA |
| Tennessee | Titles I - V | APRIL 98 | 25 | 16.00 | 14.95 | \$65/\$15 | | EXP | BUS | LS | | | LOLP | (S) |
| Texas | Titles I - V | MAR 04 | 25 | 16.00 | 14.95 | \$30/\$30 | SPAN | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Utah | Titles I - V | JULY 89 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | | LOLP | BASIC (S) |
| Virginia | Titles I - V | FEB 97 | 25 | 16.00 | 14.95 | \$50/\$50 | | EXP | BUS | LS | HBBR | | | BASIC |
| Vermont | Titles I - V | FEB 97 | 25 | 16.00 | 14.95 | | | | | | | | | BASIC (S) |
| + Washington | Titles I, II & V | AUG 00 | 31 | 16.00 | 14.95 | | | | ! | LS | | | | |
| W Virginia | Titles I - V | MAR 93 | 25 | 16.00 | 14.95 | | | EXP | BUS | LS | HBBR | LSE | LOLP | BASIC (S) |
| Wisconsin | Titles I - V | MAY 94 | 25 | 16.00 | 14.95 | %/++ | | EXP | BUS | LS | HBBR | LSE | | BASIC |
| Wyoming | Titles I - V | MAR 97 | 25 | 16.00 | 14.95 | | | EXP | BUS | | HBBR | | LOLP | BASIC (S) |

| \$10 ENROLLMENT FEE WAIVED FOR GROUP SALES | | | |
|--|---|----------------|-------|
| \$25 ENROLLMENT FEE WAIVED FOR COMMERCIAL DRIVER GROUP SALES | | | |
| LS | Legal Shield Plan | 1.00 | |
| BUS | Business Plan(s) | 75.00 & 125.00 | |
| CDLP/RDA | Commercial Drivers Legal Plan | 35.95 | 32.95 |
| CDLP/BASIC | Commercial Drivers Legal Plan | 32.95 | 29.95 |
| CDLP/(S) | Super Commercial Drivers Legal Plan | 44.95 | 39.95 |
| LOLP | Law Officers Legal Plan | 16.00 | 14.95 |
| EXP | Expanded Title III Benefits | 25.00 | 23.95 |
| LSE | Legal Plan for the Self Employed | 49.00 | |
| HBBR | Home Based Business Rider (only) | 14.50 | |
| SPAN | Spanish Family Plan available | | |
| π HI | Special rates on Business Plans | 90.00 & 150.00 | |
| | Special rate on Expanded Plan | 31.00 & 29.95 | |
| | Special rate on HBBR (only) | 18.00 | |
| ! NV,NY & WA | No trial defense benefits on Business Plans | 69.00 & 115.00 | |

@ No provider attorney at this time/handle as a referral

+ AZ does not have Expanded LOLP plan
 NY also has a \$24 comprehensive plan available
 OR has only \$75 Business Plan available
 WA contract includes additional Title I benefits

% State requires a test to receive license

State Regulated School Required

++ WI Associates should contact the Office of the
 Commissioner of Insurance for the appropriate
 Legal Expense licensing packet at 608-266-8699

For specific information concerning licensing procedures or non-resident license, visit the States & Provinces at a Glance section in Associates Only on our web site at www.prepaidlegal.com or call a PPL Licensing consultant at (580) 436-7424.

SEE SUCCESS GUIDE FOR MORE DETAILS.



Glossary of Terms

Associate Intro Kit: Sent to all new Associates. The kit includes: The Pre-Paid Legal Success Guide, a Lady of Justice pin, Membership Applications, Associate Agreements, First Steps Training brochures, licensing information (if applicable) and Family Plan, Expanded Family Plan, Legal Shield and Identity Theft Shield brochures.

Associate's Only Website: Accessible via the link on www.prepaidlegal.com. This gives Associates access to upcoming events, trainings, the Online Supply Store, commission statements, and so much more. New Associates will need their PIN in order to log on for the first time. The PIN can be found on commission statements, or obtained by personally calling Marketing Services.

Docs on Demand: (DOD) is located within the Associate's Only website, and contains many important documents for Associates, such as Compensation Plan charts, company information, and various other forms.

Downline: An Associate's downline consists of their entire recruited organization.

Effective Date: The date your application is processed by the Home Office. Applications are typically processed within 24/48 hours of receipt.

eService: For a fee of \$19.95 a month, Associates receive their own HUB site. This customizable website is a place for Associates to send prospects for information or to fill out an online Associate or Member Application. Other services include a PPL email account, online genealogy reports, and a lot more. The first 30 days are also free.

Frontline: Whenever an Independent Associate sponsors a brand new Jr. Associate, then that Jr. Associate is frontline to them.

Jr. Associate: The first commission level in the Compensation Plan. New Independent Associates start off at this level.

Home Office: This refers to Pre-Paid Legal Services, Inc. A NYSE traded company, corporate headquarters is in Ada, Oklahoma.

Identity Theft Shield: Referred to as IDT, this is Pre-Paid Legal's answer to combating the fastest growing crime in America: Identity Theft. IDT can be purchased as a stand alone product, or can be added to the Life Events Legal Plan at a discounted rate. For more information see the Success Guide.

Independent Associate: Once the Associate Application and fees are processed you are considered a Pre-Paid Legal Independent Associate. This is your official title, to be used on all PPL information such as the customized brochures, business cards, advertising information, etc.



Your Blueprint to becoming a successful Independent Associate.

Glossary of Terms

Leg: An Associate's entire organization is arranged in a way similar to a "Family Tree." A leg is a branch of your organization. For example if an Associate, Paul, personally recruits John, Joan, and Jan, they are considered frontline Associates of Paul. So Paul currently has 3 legs. Any Associates that are recruited under John Joan and Jan will be in one of Paul's three legs. All Associates that Paul personally recruits will go in his frontline and be considered one of his legs.

Life Events Legal Plan: This is Pre-Paid Legal's Membership plan. There is both a Standard and an Expanded version. For details and for other marketable plans, see the Success Guide.

Marketing Services: Located at Pre-Paid Legal's Home Office, Marketing Services is an inbound call center available to answer Associate's questions regarding commissions, verifying the production status of applications, questions regarding PPL policies and guidelines, etc. The call center is open weekdays 7 A.M. to 7 P.M CST.

Mission Statement: Summarizing an individual's goals, values and core purpose in a brief statement.

Organizational Member Counters: The combined total of all membership sales of both the Associate and their frontline and downline Associates.

PPL Media Room: A great resource for all Independent Associates, the PPL Media room contains Pre-Paid Legal news, interviews, videos, and so much more.

PPL Success Guide: Included in the Associate Intro Kit, the Success Guide outlines the different membership plans available, explains commissions and compensation, paperwork, policies and procedures, and tips on getting started. It is a great resource for all Pre-Paid Legal Independent Associates.

Private Business Reception: Often referred to as a PBR, this is a small business meeting held in the comfort of the Independent Associate's home. These meetings offer an opportunity for the Associate to tell people about Pre-Paid Legal. Tools are available to help with PBRs such as magazines and DVDs and extra supplies, via the PPL Supply Store.

Recruit: A term sometimes used to refer to a brand new Associate who has just been signed up or "recruited" by a Pre-Paid Legal Independent Associate.

Sponsor: Typically, an Associate's sponsor is the person who helped them fill out the Associate Agreement. The Sponsor's name and associate number will be listed on that agreement. The Sponsor is responsible for helping their new Associates set up their first PBRs, help with training, give advice, and offer encouragement to their new recruit.

Upline: An Associate's upline consists of their Sponsor and the nearest Manager, Director, and Executive Director to that Associate in their organization.



Associate Information Only. Do Not Return This Page With The Completed Form.

Instructions for filling out and submitting the “Living Will” Form.

The form on the next page is for those interested in a Living Will. Before filling out the form, please read the below guidelines carefully.

1. The Living Will Form is optional for new members only. It is a request for the Provider Attorney to contact them regarding a Living Will.
2. The authentic signature of the member must be on the form.
3. Once the Living Will form is completely filled out, detach and send with the new member application only. This form will not be accepted if sent separately from the new member application, or if it is for an existing member. Existing members who wish to obtain a Living Will may do so by contacting their provider law firm at the number listed on their membership card.
4. The form should be filled out and signed by the new member only. Please do not write any extra information, such as Associate or Member numbers.
5. Make sure all information is printed clearly and legibly.
6. The Living Will form is NOT available in the state of Iowa.

It is important that these directions are followed carefully and thoroughly for the Request for Living Will form. Forged signatures, fraudulent information, and incorrect usage could result in termination of your Associate Agreement. Anyone participating in such activities could be subject to legal action. Please be sure you understand the proper usage of this tool. Contact your upline or the Home Office if you have any questions or concerns before using this tool for your new member.



LIVING WILL

Attorney Contact Form

In the event of an accident or illness, will your health care wishes be carried out?

If you're reading this, chances are you've already decided to face legal life events head on with your Pre-Paid Legal membership. Our plan is called a "Life Events Legal Plan" because life events happen every day, and we've designed your membership to help.

The possibility that we'll be seriously injured or fall victim to illness that lands us in a hospital room on life support machines is something most of us conveniently push to the back of our minds - or out of our minds all together. **However desperately we believe it can't happen to us, the truth is, it can happen to anyone, regardless of age.**

Does your family know your wishes should the unthinkable happen to you or would you be leaving them guessing - hoping they make the right decision on your behalf? It's so easy to remove the burden of decision from those you love. **Why not take care of them NOW?**

Do you have an Advance Health Care Directive (or "Living Will")? If you do, are you sure it follows the legal requirements necessary in the state or province where you live?

Yes, please contact my Provider Law Firm on my behalf in order to have them contact me about this.

Please allow time for the processing of your application. Your provider law firm will be in touch with you soon.

Member Signature _____ Date _____

Please Print Name

Address _____ Daytime Phone Number (Not applicable for AZ members) _____

City _____ State _____ Zip _____ Email Address _____

(Arizona Members: Initial contact from this request will be made via mail or email. However, you may call your provider law firm directly during normal business hours.)

PLEASE SEND COMPLETED FORM WITH YOUR MEMBERSHIP APPLICATION

(OR)

MAIL TO: Pre-Paid Legal Services, Inc.
ATTN: Customer Care
One Pre-Paid Way
Ada, Oklahoma 74820

Member request 12.06 • 53556
Copyright 2006, Pre-Paid Legal Services, Inc.
Not available in Iowa.





We've brought the services in house and lowered the cost!

One Call Resolution

- No delays, no reports to work -
we can resolve issues with a single call.

No one can do a better job than Pre-Paid Legal with helping you build and maintain your business. Our staff members are experts with no less than six weeks of intense classroom training, and a real-call mentoring program gives them the opportunity to learn from the best of the best in Pre-Paid Legal Customer Care. Incidentally, our MAS Membership Retention team has an average of 5 years of experience with PPL, and they post impressive track records in membership conservation!

One Call Resolution Advantage

We will verify the membership data in our files on the very first call, and make changes immediately as needed to ensure the membership record is complete and serviced well.

Our expert staff will fully explain the benefits and answer any questions the member may have. Essentially reselling the membership!

We provide the Provider Law Firm contact information, and make sure the member understands how to use it.

Our experts will help begin the process of Will preparation (if the member wishes).

Our staff will also help the member begin the credit monitoring for IDT (if applicable).

Continuous Member Interaction Advantage

We resell the benefits of the plan through email and written correspondence.

Lead Cultivation Advantage

We will attempt to cultivate leads for you to grow your business.

Member Retention Advantage

We are the Life Events Legal Plan experts and only we are able to provide the level of complete assistance to our members on the first contact. We have the ability to update membership files, change payment methods, update dependents, etc. ON THE SPOT.

Membership Pre-Cancel

Advantage (for the life of the membership!)

When one of your members enters pre-cancel status, our experts rush into action. PPL Member Advantage Services will call your member to answer any questions, and assist them in making payment method changes ON THE SPOT, that may conserve your membership sale and directly affect your overall membership retention in the process!

Use the form on the back of this card to sign up for PPL Member Advantage Services today. You'll be glad you did.



REGISTRATION FORM

Register to have ALL members in the Member Advantage Services program automatically!

Name _____ Date _____

Associate Number _____

Please put all memberships on Member Advantage Services (MAS).

By signing below, I affirm that I understand and agree to the following terms:

- The cost is \$5.95 per member
- All charges for MAS will be deducted from my PPL commissions.
- Registration may not process if there is a negative commission balance.
- There are no refunds or credits.
- It is my responsibility to make sure my account information is correct and to contact PPL with any updates or changes.

Associate Signature **X** _____

PROGRAM SCHEDULE

1st Month: Greeting Call*

2nd Month: Email or Letter

4th Month: Follow Up Email or Letter

7th Month: Follow Up Call

10th Month: Follow Up Email or Letter

Anniversary Contact: 1 year anniversary follow-up call.

Pre-Cancel: Pre-Cancel Call*

Annual Through 5th Year: Follow Up Call

Return form to Marketing Services:

Via Fax: 580-436-7555

Via Mail: Pre-Paid Legal Services, Inc.

ATTN: Marketing Services
One Pre-Paid Way

Registration Online: 1. Login to Associates Only at www.prepaidlegal.com 2. Select "Reports"

Confirm Registration Online: 1. Login to Associates Only at www.prepaidlegal.com 2. Select "My Statistics"

3. Member Advantage Services: "Y"

NOTE: MAS will be applied to membership applications processed AFTER PPL receives and processes this form. Also, if no home phone number is listed on the membership, a call will not be attempted.

**An email or letter will be sent if the member cannot be reached by phone. Service schedule may change if the member falls into pre-cancel. Service is resumed if member does not cancel. Contact is always attempted for members in the MAS program, but in some cases, due to circumstances beyond our control (for example: a member moves, but does not provide new contact information) we can not guarantee contact or that conservation of the membership will result. The pre-cancel call benefit will continue throughout the life of the membership.*