

OPERATION: LEADERSHIP EXPLOSION 2016

Operation Leadership Explosion FAQ

Associate Fee/LegalShield Advantage

Q. What about December 1, 2015-January 3, 2016 recruits.

A. If these recruits Fast Start Qualify, they will get a month free of LegalShield Advantage for each month they Performance Club qualify starting in January and ending December 2016. If they miss their Performance Club qualification for a month, they will then need to start paying for LegalShield Advantage that month.

Q. When you sign up for LegalShield Advantage, how long does it take for your site to be active?

A. The Hubsite for a new Associate applicant online is immediate but there is a processing delay before they are actually able to sign someone up. When an existing Associate upgrades or subscribes, the Hubsite would be active immediately and there would not be a processing delay to access any of the features.



Q. Can a person sign up for the \$99 Associate fee and then subscribe to LegalShield Advantage at a later date?

A. Associates can subscribe to LegalShield Advantage anytime in the Associates Only Portal. From the Dashboard, select "View Profile" then select "My LegalShield Advantage" you will then be able to select which level of service you would like.

Q. Do Associates who sign up for the \$99 fee still receive their free website to sign up members/associates?

A. They will be able to register members and associates through the Corporate site. The prospect must enter the Associates information when signing up to ensure that Associate receives credit for the sale. To have your own personal hubsite subscribe to LegalShield Advantage today!

Q. What happens if I am already on Business Professional eService?

A. You are automatically transferred over to LegalShield Advantage.

Q. What happens to Associates who are currently paying for the Business Builder level of eService?

A. These Associates will be grandfathered in and upgraded to the LegalShield Advantage. However, they will not be eligible for Corporate incentives or promotions unless they subscribe to the \$19.95/\$20.95 LegalShield Advantage fee.

Q. Will a Recruit who has paid the \$99 Associate Fee be able to upgrade to the \$249 level later?

A. They would need to sign up for LegalShield Advantage rather than upgrading their start-up fee.

Q. Do my members still receive MAS if I sign up as a \$99 Associate?

A. Yes, MAS is included with both the \$99 and \$249 start-up fees!

Q. When will my 12 months of free LegalShield Advantage begin?

A. Your 12 months of LegalShield Advantage begin as soon as your application is processed.

Q. Will there be a difference in Performance Club points issued for a \$99 and \$249 recruit?

A. No, as long as there is a membership linked to the agreement you will receive 2 Performance Club points for that recruit.

All In 2.0

Q. What if I am already at the Director level?

A. Your goal should be to make it to the Sr. Director level to begin qualifying for the upline matching bonus!

Q. Do each of the Fast Start Qualified recruits for the multiplier need to have the LegalShield Advantage in order for the Sponsor to receive the All In 2.0 bonus multiplier?

A. The individual recruits for the bonus multiplier do not have to be subscribed to LegalShield Advantage. However, the Sponsor will have to be subscribed to LegalShield Advantage to receive their bonus. The upline Sr. Director and Executive Director will also need to be subscribed to LegalShield Advantage to receive the upline matching bonus.

Q. If I qualified for Sr. Director or Executive Director in December, does that count for all months through the All In 2.0 contest period or will you have to qualify each month?

A. You will only be eligible to receive the matching bonus in the months that you are qualified. For example, if you are a Sr. Director in the month of January, any recruits you bring in during that month will be eligible for the contest. If you then fall out of your qualification you will still be eligible for your January recruits but not for any recruits for the month of February.

Q. Can a new Associate advance to Director on personal sales and qualify for the All In 2.0 bonuses?

A. Absolutely!

Q. What if a new recruit starts in February or March. Does that recruit still qualify for the All In 2.0 bonuses?

A. Yes, as long as they reach the Director level and meet all other requirements. Please reference the All In 2.0 flier for all contest guidelines.

Q. If I miss the Performance Club qualification or I am not subscribed to LegalShield Advantage any time during the All In 2.0 contest period, will I still be eligible for the bonus?

A. No, you must be Performance Club Qualified and subscribed to LegalShield Advantage each month of the contest.

Q. Are reinstated Associates eligible for the All In 2.0 contest?

A. To be eligible for the New 2016 Associate to Director bonus reinstated Associates must pay the Associate fee. Any Associates who are reinstated without paying the Associate fee (reinstated per active membership) will be able to earn the bonus for advancing from their current level to Director. All other contest qualifications and guidelines will remain the same. However, current Performance Club rules for reinstated Associates remain in effect.

Q. Can Brokers and General Agents participate in the All In 2.0 contest?

A. Yes, they must qualify for the contest by meeting the requirements as listed for the Director level in the comp plan which is found under Tools, Docs On Demand, Comp Plan.

Q. What is the deadline to be preregistered for the 2016 OklaHOME convention to qualify for the bonus?

A. Preregistration will conclude on June 15, 2016

Marketing Dollars

Q. How many Marketing Dollars will I earn for a Small Business sale?

A. Small Business memberships sold in a group would count for \$3 Marketing Dollars. The same membership sold via Network (Non-Group) would count for \$0.50 Marketing Dollars.

Q. What can my Marketing Dollars be used for?

A. Marketing Dollars can be used for any items available through the Supply Store. This also includes sales tax and shipping charges! Be sure to reference the Marketing Dollars flier available in the Associates Only Portal under Tools > Supply Store.

Q. Do Marketing Dollars expire?

A. Yes, Marketing Dollars will expire, if un-used, 12 months from the date they were earned.