

# Performance Club

When you consistently Performance Club qualify each month, you can earn more in bonuses, be recognized in the Performance Club Milestone program, and work toward earning the annual trip!



## Qualify Monthly with 150 Points

Every premium dollar	<b>1 Point</b>
Recruit New Associate with a Membership	<b>50 Points</b>
New Recruit - Fast Start Qualifies	<b>50 Points</b>
New Qualified Group Opened	<b>50 Points</b>

## Monthly Bonuses

3 - 11 consecutive months qualified	<b>\$200 bonus</b>
12 - 23 consecutive months qualified	<b>\$300 bonus</b>
24 - 35 consecutive months qualified	<b>\$400 bonus</b>
36+ consecutive months qualified	<b>\$500 bonus</b>

Monthly bonuses require a personal retention of 65% or higher to pay out.



## PC Matching Bonuses

All qualified Sr. Directors and above will now receive a 100% MATCHING BONUS for the first 11 months any associate Performance Club qualifies in their organization!

## PC Milestones

Successful Associates know being Performance Club Qualified each month is key! Consistently PC qualify to earn branded swag, recognition on our monthly Communication Show, crystal awards at the Legends level, and more.



## Annual Trips

Each year, LegalShield sends it's top Associates on an exclusive trip to fantastic destinations like Cancun, Hawaii, or the Bahamas! Maintain your monthly qualification and meet all other trip contest rules and you and a guest could join us!

## How to PC Qualify

- Performance Club points determine if you qualify for bonuses, trips, and other rewards.
- There is no required waiting period to begin earning PC points. New associates can participate in their first month!
- PC points can be achieved through membership sales, recruiting new associates, helping recruits Fast Start Qualify, and opening new groups.
- PC qualify with 150 total monthly points.
- All qualifying associates must have an active LegalShield Advantage or Advantage Plus subscription.
- If you fail to earn enough points to meet the monthly qualification during any calendar month, your consecutive months qualification will be reset to zero. However, to make it easier for you to continue qualifying each month, you can "carryover" points from the previous month.
- Performance Club points exceeding 150 will "carryover" to the following month, up to a maximum of 150.
- All new or reinstated associates must be Network associates and have an active legal plan membership linked to their agreement before they will count as a new recruit. An active linked IDShield membership will be counted if the recruited associate resides in a licensed state.
- A reinstated associate must be canceled for three years for the writing agent to receive upgrade points.
- A reinstated member must be canceled for five years for the original writing agent to receive upgrade points.
- A reinstated member must be canceled 6 months or more for it to issue PC points.
- No PC points will be issued for a member who reinstates and upgrades simultaneously.
- Fast Start points will be issued in the month the new associate (recruit) Fast Start qualifies. For full Fast Start guidelines, [click here](#).
- Group must meet the minimum requirement of \$150 premium dollars and 2 unique members to be qualified as a new group opened and issue PC points.
- Groups will have 30 days from the date the group is opened to get the \$150 in premium and 2 unique members to issue PC points. Points will be issued in the month that the qualifying group meets all criteria.
- Existing members who upgrade their membership will issue PC points. The amount issued will be the difference between the two plan amounts. For example, if your existing member has a \$ 29.95 legal plan and upgrades to the \$64.90 legal plan with family IDS, you will receive 35 PC points.
- General Agents will issue PC points to the recruiting associate once they have their first activity. Please email [performanceclub@legalshieldcorp.com](mailto:performanceclub@legalshieldcorp.com) once they have their first activity, and we will issue the PC points.
- Effective September 1, 2023, all National Plan sales will issue PC points. Each premium dollar sold, equals 1 point unless the membership is sold under commission split. Then the associates would receive partial credit based on the terms of the split.
- Associates with multiple agreements will show PC Qualified on all agreements only if they are combined for PC.

## PC Bonus Eligibility

- All associates must be in good standing with the company to receive incentives, including bonuses or trips. Any associate that is currently being sanctioned or on hold status will not be eligible.
- To earn a PC bonus check, associates will need to qualify for three consecutive months. The first PC bonus check will be applied for payment in month four.
- Minimum personal retention required to be paid a PC bonus is 65% or higher.
- Associates who meet the 150 points requirement but fall below the minimum 65% retention metric will retain their consecutive months qualified streak but will not earn any bonuses until their retention increases to the 65% threshold.
- Associates in a Hold Status are generally permitted to continue selling memberships, recruiting associates, and earning PC points, unless instructed otherwise. Commissions and bonuses will continue to accrue but won't be paid until the reason for the Hold is resolved.
- Bonuses will not be added to your cash accrued, and will in no way affect your debit balance.
- Bonuses are processed on approximately the 7th of each month.

## PC Upline Matching Bonuses

- Effective October 1, 2023, All qualified Sr. Directors and above will receive a 100% Matching Bonus for the first 11 months any associate Performance Club qualifies in their organization!

## PC Upline Matching Bonuses (contd.)

- To be eligible to earn PC Upline Matching bonuses, Sr. Directors must qualify by:
  - Being a Senior Director or Above in the month of bonus payout.
- Personally PC Qualify in month of bonus payout.
- Having an active LegalShield Advantage or Advantage Plus subscription.
- PC Upline Matching bonuses will payout to the first qualified Sr. Director in the PC qualifier's organization.
- If a Senior Director fails to meet all of the preceding criteria at the time of bonus payout, the bonus will roll-up to the first qualified Sr. Director.
- PC Matching Bonuses will be earned during the first 3-11 months in which the qualifying associate earns a \$200 bonus. See the [Performance Club flier](#) for more details on qualifying months.
- There is no limit to the number of PC Matching Bonuses an upline Sr. Director can earn in a month.
- Minimum organizational retention required to be paid a PC Matching Bonus is 65% or higher.
- The first PC Upline Matching bonus will payout in November, from PC activity in October 2023.

## PC Mulligan

- The PC Mulligan will remain available once per 12-month period to assist associates qualifying for PC (150 Points).
- Associates must make up the points by the 15th of the following month and all processing deadlines must be met.
- When the PC Mulligan is used, it will allow the associate to earn the bonus in the month the Mulligan is used, but the previous month will be forfeited.
- PC Mulligan can be used any month except for the last month of the quarter towards the trip qualification.
- The Mulligan applies to agreements allowing associates to make up the points missed the previous month.
- The Mulligan will automatically drop off if it is not used.
- You can email [performanceclub@legalshieldcorp.com](mailto:performanceclub@legalshieldcorp.com) if you choose not to use the Mulligan. This will be removed the following month.

## Additional Resources

- For complete incentive guidelines, [click here](#).

By participating in any LegalShield incentive or bonus program and to receive benefits, cash or otherwise, the associate agrees to have his/her full name, associate title, level, or standing published and recognized in LegalShield marketing materials, whether oral, written or electronic. LegalShield reserves the right, in its sole discretion, to review all incentives and bonuses, business submitted or activity, and where necessary, in its sole discretion, delay or stop payment of any bonus, to chargeback bonuses when appropriate, and to amend or revoke this incentive, or any part thereof, at any time. Please refer to your Associate Agreement and Policies and Procedures for details on incentives, bonuses or compensation as the Associate Agreement and Policies and Procedures are the governing contract for all business between you and LegalShield. This incentive or bonus program is not a separate contract and no guarantee or promise of increased income or business is implied. Individual results and success as an independent sales associate depends on individual effort and abilities. For statistics on actual earnings please review the Income Disclosure Statement at [wearelegalshield.com/income-disclosure](http://wearelegalshield.com/income-disclosure).