



TEAM BUILDING TRAINING

September 7, 2023



Understanding the Compensation Plan

Mark Riches Personal Commissions

6/1/99	2647.55	6/16/99	1774.95
6/4/99	5251.14	6/17/99	312.37
6/4/99	253.73	6/18/99	2265.40
6/8/99	3249.61	6/25/99	4959.19
6/9/99	120.64	6/26/99	9268.96
6/10/99	904.15	6/29/99	8300.57
6/11/99	7550.10	6/30/99	3124.03
6/11/99	5412.92	6/30/99	7033.79
6/15/99	270.30		

TOTAL: \$62,699.40

Mark Riches Annual Residual Income

January	\$32,973	July	\$31,732
February	\$27,619	August	\$31,022
March	\$35,737	September	\$29,839
April	\$33,098	October	\$32,695
May	\$33,911	November	\$26,739
June	\$34,210	December	\$33,910

TOTAL: \$408,485

Mark Riches Total Income

January	\$56,156
February	\$57,657
March	\$69,142
April	\$52,577
May	\$56,311
June	\$60,697

July	\$53,498
August	\$62,002
September	\$54,402
October	\$47,115
November	\$47,664
December	\$70,260

TOTAL: \$687,481

PR

2006



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LegalShield



Start Searching



MARK H. RICHES

Independent Associate

[View Profile](#) [My Statistics](#)

[Submit Application](#)

mark@markriches.com

Independent Associate since

Members Recruits

Phone: (931) 265-4765

Last updated: 12/27 - 7:19 am

Commission Statement

[VIEW PREVIOUS STATEMENT](#)

LAST COMMISSION

US - \$14,591.35

Last updated: 12/27 - 7:19 am

10:25

89

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Start Searching



MARK H. RICHES

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[View Profile](#) [My Statistics](#)

[Submit Application](#)

mark@markriches.com

Independent Associate since

Members Recruits

Phone: (931) 265-4765

Last updated: 12/28 - 10:25 am

Commission Statement

[VIEW PREVIOUS STATEMENT](#)

LAST COMMISSION

US - \$4,749.77

Last updated: 12/28 - 10:25 am

Cash Accrued Amount

\$0.00

Last updated: 12/28 - 10:25 am

5:17

100

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Start Searching



MARK H. RICHES

Independent Associate

[View Profile](#) [My Statistics](#)

[Submit Application](#)

mark@markriches.com

Independent Associate since

Members Recruits

Phone: (931) 265-4765

Last updated: 12/31 - 5:17 am

Commission Statement

[VIEW PREVIOUS STATEMENT](#)

LAST COMMISSION

US - \$2,036.57

Last updated: 12/31 - 5:17 am

Cash Accrued Amount

\$5,812.55

Last updated: 12/31 - 5:17 am



Success is no accident...

It takes hard work,
perseverance, learning,
studying, sacrifice, and
focus.

What Doesn't matter...

- Your background
- Your past income
- Your sex or race
- Your education
- Where you live
- Your bank account

Miranda Lopez	
1234 Morgan Street	
Raleigh, NC 27601	
(919) 555-7839	
mlopez@email.com	
Summary: More than 13 years of experience as a real estate paralegal and contracts manager for nationally recognized law firms and wireless communications companies	
Contracts Management: Prepared and reviewed legal documents required for ground lease dispute resolution, utility and access issues, and protection of leasehold interests. Cured lease defaults and title defects, resulting in \$1.3 million in recovered property. Coordinated in-house and outside counsel regarding litigation for more than 15% of active suits.	
Real Estate Paralegal: Coordinated review and obtained legal approval for all regional leases and lease amendments related to site alterations. Served as liaison during the collocation process. Populated and supervised maintenance databases for lease tracking and property management.	
Property Management: Served as Director of Facilities, maintaining legal documents and mitigating site issues for 18 international locations.	
Leadership: Directly managed NHO Legal Department, comprised of 36 remote staff. Served as Mid-South Area Rent Roll Coordinator, overseeing 23 employees at five sites.	
Banking & Lending: Drafted loan documents, escrow instructions, and title objection letters. Conducted due diligence on title and survey matters. Organized and attended closings.	
Work History:	
2016 – Present	WILLIAMS COMMUNICATIONS INC., Raleigh, NC Contracts Manager, Facilities Division
2010 – 2016	WIRELESS COMMUNICATIONS, Cary, NC Real Estate Specialist, Mid-South Network
2010	HUNTER & SUGARMAN, Murphy, NC Banking & Finance Paralegal
2005 – 2009	DANIELS, HENDERSON, JAMISON & WALKER LLP, Murphy, NC Real Estate Paralegal
Education:	
B.A., POLITICAL SCIENCE University of North Carolina, Chapel Hill, NC	2004
CERTIFICATION, PARALEGAL STUDIES Duke University (Continuing Studies), Durham, NC	2006
Additional Skills:	
Microsoft Office Suite 2016, LeaseTech 200 Settlement System, Deed Analysis System v6.0, StandardLegal, CapSoft, EasySoft Legal Billing System	

What Doesn't matter...

- The government
- The weather
- The economy
- The COVID19 vaccine
- What others are doing

What **DOES** matter...

- Your belief & mindset
- Your attitude
- Your goals
- Your disciplines
- Your daily activities



Everyone has...

- The same products
- The same compensation plan
- The same law firms
- The same market place

In this business, you get to decide...

- How much money you make
- What commission level you are at
- How many groups you open
- How many memberships you write
- The size of your team

How the Compensation Plan Works

COMMISSION LEVEL	PREMIUM TOTAL	COMMISSION	OVERRIDES
Executive Director	\$1400/month	\$370	\$75
Sr. Director	\$700/month	\$295	\$75
Director	\$3000	\$220	\$60
Sr. Manager	\$1500	\$160	\$40
Manager	3/\$300	\$120	\$30
Sr. Associate	3/1	\$90	\$20
Associate		\$70	



PERSONAL PLAN COMMISSIONS

	Combo Plans		LegalShield	IDShield Only	
	Family	Individual	Family or Ind.	Family	Individual
Commission Level	\$64.90 <small>\$29.95 LegalShield \$34.95 IDShield</small>	\$49.90 <small>\$29.95 LegalShield \$19.95 IDShield</small>	\$29.95	\$34.95	\$19.95
EXECUTIVE DIRECTOR <small>\$1400 in Monthly Organizational Premium</small>	\$370.00	\$284.48	\$170.75	\$199.25	\$113.74
SR. DIRECTOR <small>\$700 in Monthly Organizational Premium</small>	\$295.00	\$226.82	\$136.14	\$158.86	\$90.68
DIRECTOR <small>\$3000 in Organizational Premium</small>	\$220.00	\$169.15	\$101.53	\$118.47	\$67.63
SR. MANAGER <small>\$1500 in Organizational Premium</small>	\$160.00	\$123.02	\$73.84	\$86.16	\$49.18
MANAGER <small>Recruit 3 associates and have \$300 in Organizational Premium</small>	\$120.00	\$92.27	\$55.38	\$64.62	\$36.89
SR. ASSOCIATE <small>Enroll 3 Customers and Recruit 1 Associate</small>	\$90.00	\$69.20	\$41.53	\$48.47	\$27.67
ASSOCIATE <small>Welcome to the Team!</small>	\$70.00	\$53.82	\$32.30	\$37.70	\$21.52

Note: This is a compensation plan summary. Please see complete details of renewals, overrides, etc. at www.lsengage.com Revised 1/10/23

Getting Started Docs

**Q****L****TMS****CMS****T****LS****P**

Search here...

SEARCH**Getting Started Docs**

» Team Building Documents

» B2B Documents

» Small Business Plans

» CareerBuilder Docs

» Individual Sales Docs

» Resume Recruiting Docs

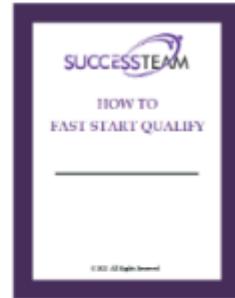
» Retention Documents

» Personal Development

» Leadership Docs



Team Events and Important Numbers



How To Fast Start Qualify



Placemat Brochure

LegalShield Personal Plans
Commission Chart



LegalShield Mobile App



How to Activate Your Membership



Scripts for Approaching Prospects with the Membership



10 Core Commitments



Dual Plan



Provinces at a Glance



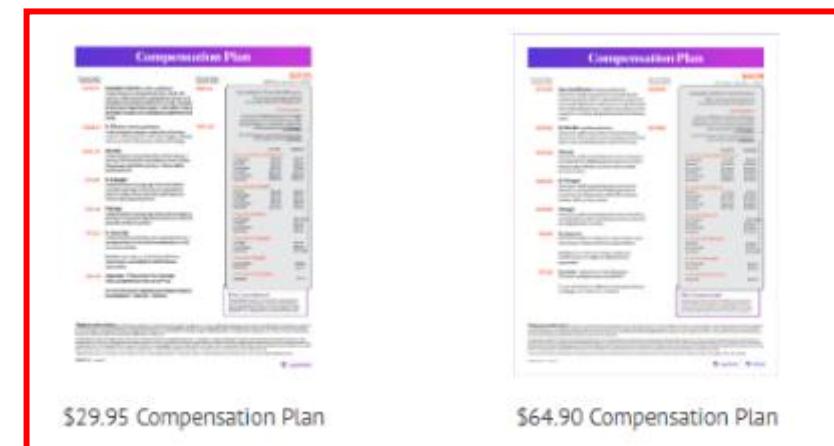
Direct Deposit Form



Memory Jogger



Performance Club



\$29.95 Compensation Plan



\$64.90 Compensation Plan



Last Chance to Qualify for Jamaical

LegalShield Compensation Plan

Based on a \$64.90 membership

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Associate		\$70	

How Premium is Calculated

PLAN SOLD	TOTAL PREMIUM
\$64.90	\$65.00
\$49.90	\$50.00
\$29.95	\$30.00
\$19.95	\$20.00

LegalShield Compensation Plan

Based on a \$64.90 membership

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Sr. Associate	3/1	\$90	\$20
Associate		\$70	

Senior Director:

**\$700 in organizational premium
not more than \$350 in any one line
of production.**

Personal Production Example:

$20 \times \$295 = \5900

LegalShield Compensation Plan

Based on a \$64.90 membership

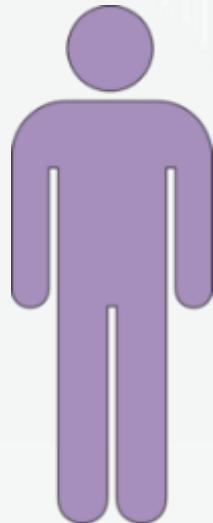
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Manager	3/\$300	\$120	\$30
Sr. Associate	3/1	\$90	\$20
Associate		\$70	

Executive Director:

**\$1400 in organizational premium
not more than \$750 in any one line
of production.**

Sample A

You can write \$1400 in premium



$$22 \times \$65 = \$1430$$

$$47 \times \$30 = \$1410$$

Sample B

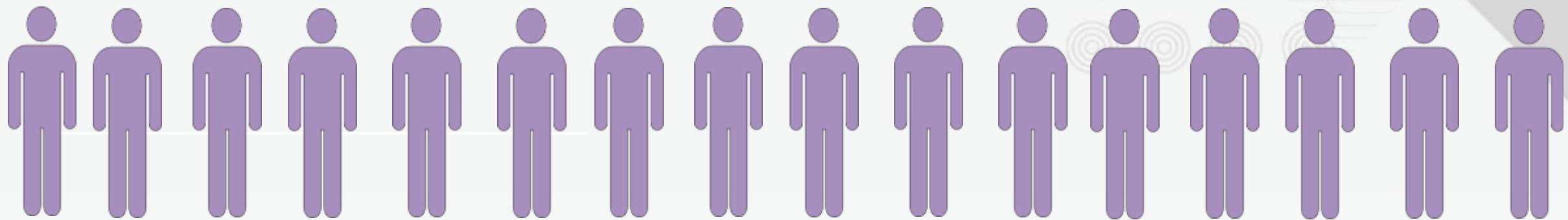
Five teams doing \$280



$$\$280 \times 5 = \$1400$$

Sample C

14 doing \$100



$$14 \times \$100 = \$1400$$

Team Overrides

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Manager	3/\$300	\$120	\$30
Sr. Associate	3/1	\$90	\$20
Associate		\$70	

\$300

Pathway to a Six Figure Income

5 Associates
Selling 50 plans a
month =
\$100,000 a year
in overrides

20 Associates
Selling 5 plans a
month =
\$100,000 a year
in overrides



Team Building Income Projections

Assumptions: Recruit 6 associates a month and get 2 FSQ and one to Manager.

Based on Manager Level

Personal Membership	6 x \$92	\$552
Fast Start Bonuses	2 x \$100	\$200
Manager Bonus	1 x \$200	\$200
Overrides (6 memberships)	x \$50	\$300
Performance Club Bonus		\$200
		\$1452

Based on Sr. Director Level

Personal Membership	6 x \$226	\$1356
Fast Start Bonuses	2 x \$300	\$600
Manager Bonus		\$600
FSQ/ Manager Bonuses (Team)		\$1600
Overrides (10 memberships)	x \$150	\$1500
Performance Club Bonus		\$200
		\$5856

Based on Executive Director Level

Personal Membership	6 x \$284	\$1704
Fast Start Bonuses	2 x \$500	\$1000
Manager Bonus		\$1000
FSQ/ Manager Bonuses (Team)		\$6400
Overrides (30 memberships)	x \$150	\$4500
Performance Club Bonus		\$200
		\$14,804

FSQ/Manager bonuses are based on 3 FS and 1 Manager from your team at Sr. Director and 6 FS and 2 Manager from your team at Executive Director.

Bonuses & Incentives



Getting Started Bonuses

COMMISSION LEVEL	TIME FRAME	ASSOCIATE	SPONSOR	SR DIRECTOR	EXECUTIVE DIRECTOR
Sr. Associate	20 Days	\$100.00	\$100.00	\$200.00	\$200.00
Manager	45 Days	\$200.00	\$200.00	\$400.00	\$400.00
Total		\$300.00	\$300.00	\$600.00	\$600.00

Performance Club



Performance Club

New qualification criteria starting May 1, 2023.

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*	1 Point
Recruit New Associate with a Membership	50 Points
New Recruit - Fast Start Qualifies	50 Points
New Qualified Group Opened	50 Points



Monthly Bonuses

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

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

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, PPLSI sends its 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!

*Excluding National Plan premium. See next page for full details.



2024 Performance Club Trip



JAMAICA

#Jamaica

Residual Income

YOU HAVE
RESIDUAL BILLS.
WHY NOT HAVE
RESIDUAL INCOME?



You get paid residuals on every
active membership that you wrote

AND

On every active membership
written by your team



Questions and Answers

Q&A



TEAM BUILDING TRAINING

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