



**SUCCESTEAM**

# TEAM BUILDING TRAINING

*September 7, 2023*





# Understanding the Compensation Plan

# Mark Riches Personal Commissions

6/1/99	2647.55
6/4/99	5251.14
6/4/99	253.73
6/8/99	3249.61
6/9/99	120.64
6/10/99	904.15
6/11/99	7550.10
6/11/99	5412.92
6/15/99	270.30

6/16/99	1774.95
6/17/99	312.37
6/18/99	2265.40
6/25/99	4959.19
6/26/99	9268.96
6/29/99	8300.57
6/30/99	3124.03
6/30/99	7033.79

**TOTAL: \$62,699.40**

# Mark Riches Annual Residual Income

January \$32,973

February \$27,619

March \$35,737

April \$33,098

May \$33,911

June \$34,210

July \$31,732

August \$31,022

September \$29,839

October \$32,695

November \$26,739

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**





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 LegalShield



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**MARK H. RICHES**

Independent Associate

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

[Submit Application](#)

[mark@markriches.com](mailto: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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[Submit Application](#)

[mark@markriches.com](mailto: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](mailto: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

<b>Miranda Lopez</b> 1234 Morgan Street Raleigh, NC 27601 (919) 555-7839 mlopez@email.com		
<b>Summary:</b>	More than 13 years of experience as a real estate <b>paralegal</b> and <b>contracts manager</b> for nationally recognized <b>law firms</b> and <b>wireless communications</b> companies	
<b>Contracts Management:</b>	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.	
<b>Real Estate Paralegal:</b>	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.	
<b>Property Management:</b>	Served as Director of Facilities, maintaining legal documents and mitigating site issues for 18 international locations.	
<b>Leadership:</b>	Directly managed NHQ Legal Department, comprised of 36 onsite staff. Served as Mid-South Area Rent Roll Coordinator, overseeing 23 employees at five sites.	
<b>Banking &amp; Lending:</b>	Drafted loan documents, escrow instructions, and title objection letters. Conducted due diligence on title and survey matters. Organized and attended closings.	
<b>Work History:</b>	2016 – Present	WILLIAMS COMMUNICATIONS INC., Raleigh, NC <b>Contracts Manager, Facilities Division</b>
	2010 – 2016	WIRELESS COMMUNICATIONS, Cary, NC <b>Real Estate Specialist, Mid-South Network</b>
	2010	HUNTER & SUGARMAN, Murphy, NC <b>Banking &amp; Finance Paralegal</b>
	2005 – 2009	DANIELS, HENDERSON, JAMISON & WALKER LLP, Murphy, NC <b>Real Estate Paralegal</b>
<b>Education:</b>	B.A., POLITICAL SCIENCE	2004
	University of North Carolina, Chapel Hill, NC	
	CERTIFICATION, PARALEGAL STUDIES	2006
	Duke University (Continuing Studies), Durham, NC	
<b>Additional Skills:</b>	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	



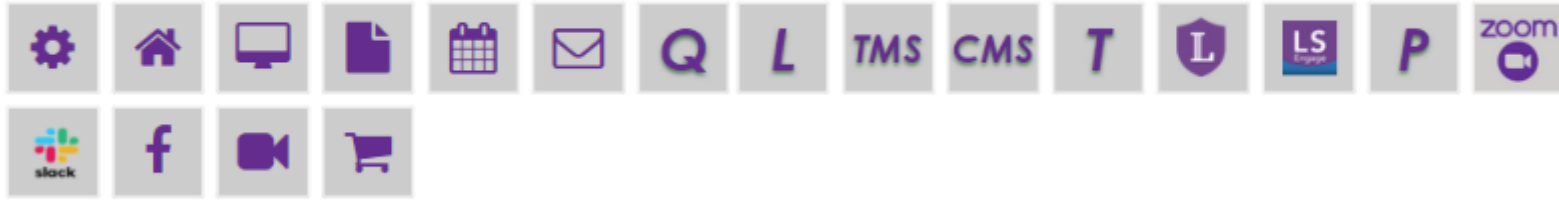
## PERSONAL PLAN COMMISSIONS

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

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



# Getting Started Docs



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

	2024	2025	2026	2027	2028
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
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Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00
Commission Rate	\$64.00	\$64.00	\$64.00	\$64.00	\$64.00

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 Jamaica!

# LegalShield Compensation Plan

Based on a \$64.90 membership

COMMISSION LEVEL	PREMIUM TOTAL	COMMISSION	OVERRIDES
Executive Director	\$1400/month	\$370	\$75
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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

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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

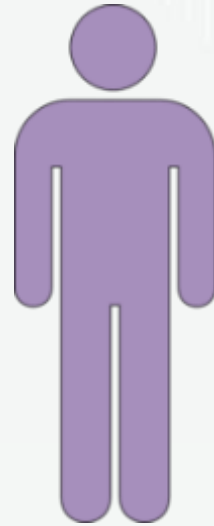
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Manager	3/\$300	\$120	\$30
Sr. Associate	3/1	\$90	\$20
Associate		\$70	

**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**



$$\text{\$280} \times 5 = \text{\$1400}$$



**Sample C**  
**14 doing \$100**



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

# Team Overrides

COMMISSION LEVEL	PREMIUM TOTAL	COMMISSION	OVERRIDES
Executive Director	\$1400/month	\$370	\$75
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Associate		\$70	

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Sr. Manager	\$1500	\$160	\$40
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
<hr/>	
	<b>\$1452</b>

### 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
<hr/>	
	<b>\$5856</b>

### 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
<hr/>	
	<b>\$14,804</b>

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 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!

\*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*







**SUCCESTEAM**

# TEAM BUILDING TRAINING

*September 7, 2023*

