



FASTSTARTSM

Frequently Asked Questions

Changes for September 28, 2022

Q: When do the changes to Fast Start & Manager go into effect?

A: Effective September 28, 2022, all associates still within their 20- or 45-day window will fall under the new Fast Start program.

Q: Must the New Associate have a new membership?

A: A recruit or New Associate must have or purchase a membership.

Q: Does it have to be a Legal membership to count towards the 3+1 or 5 for Fast Start?

A: A membership can be a legal or IDShield but must come from a new unique member. Existing members or those who upgrade will not count.

Q: If I have an existing legal plan and get a small business plan using the same SSN/Tax id as the legal plan, will the small business count as a unique member?

A: A unique SSN defines a unique member. In the case above, the small business plan would not be a unique member.

Q: Does the New Associate have to recruit their one associate, or can it be placed under them to count towards their Fast Start qualification?

A: The new associate must have personally recruited the associate. It cannot have been “placed” by another associate.

Q: Will I earn a Manager Bonus if I advance with \$500 in personal premium?

A: Yes, qualifiers who advance to Manager with \$500 in personal premium in their first 45-days and attend a Fast Start Training are eligible to earn a Manager Bonus.

Q: Is Fast Start Training still required to earn a bonus?

A: Yes, qualifiers must attend a Fast Start Training within their first 20-days for Fast Start and their first 45-days for Manager.

Q: How long after qualification will I be paid my bonus?

A: All bonuses will be held for 15 business days once earned for a business review, and bonuses can be held up to 60 days for retention review if cancels or precancels are higher than the company average.

Q: How is the upline Sr. Director & Executive Director determined?

A: The upline Senior Director and Executive is determined at the time of recruitment (not qualification).

Q: Do I still need organizational retention of 77% to get a full sponsor/upline bonus?

A: To receive any upline bonus, the associate must have a previous month-end organizational retention rate of 65% or higher to receive the full bonus.



LegalShield/IDShield

Fast Start FAQs

Q: Do the upline bonuses roll up to the next qualified associates if the Senior Director or Executive Director doesn't meet retention requirements?

A: No, the bonuses do not roll up if the Senior Director or Executive Director doesn't meet retention requirements.

Q: For an associate who signed up before September 28, 2022 - which bonus structure will apply?

A: The New Associate will be paid the original bonuses from the previous Fast Start incentive - \$300 for Fast Start Qualifying and \$700 when they rank advance to Manager. The new system will be in place, so the difference (\$200 for FSQ and \$500 for Manager) plus the additional \$100 for the September promotion will be paid out through commission adjustments

Q: For an associate who signed up before September 28, 2022 - which bonus will they receive?

A: The sponsor will be paid the original bonuses from the previous Fast Start incentive - \$200 when the New Associate Fast Start Qualifies and \$300 when the New Associate rank advances to Manager. The new system will be in place, so the difference (\$100 for FSQ and \$100 for Manager) plus the additional \$100 for the September promotion will be paid out through commission adjustments.

Q: For an associate who signed up before September 28, 2022 - will the Upline Sr Director and Upline Executive Director receive bonuses?

A: These two new levels will be paid out with the new Fast Start incentive. The Sr Director will be paid \$200 when the New Associate Fast Start Qualifies in their first 20 days and \$400 when the New Associate rank advances to Manager in their first 45 days. The Executive Director will be paid \$200 when the New Associate Fast Start Qualifies in their first 20 days and \$400 when the New Associate rank advances to Manager in their first 45 days.

Q: For a New Associate who signed on before September 28, 2022, and is still in their 20-45-day window and already meets the requirements, will they automatically be advanced in the system, or will this need to be a manual process?

A: Yes, the system will do the advancements, but the bonuses must be manually adjusted.

Q: Under the New Fast Start Plan, can the Sponsor, Sr Director, and Executive Director all be the same associate?

A: Yes. It is possible that the recruiting associate could qualify for all 3 of those bonuses.

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