

New Pin Program

Pre-Paid Legal is introducing two new series of lapel pins to provide further recognition for its sales force, specifically the Director and Executive Director Associates. With this new program, Directors and Executive Directors will be recognized not only for their Associate level but also for the number of new memberships they and their organizations sell. Pre-Paid Legal has established this new pin program to motivate Directors and Executive Directors to keep writing new memberships after achieving these level advancements. This gives both groups of Associates another goal to reach for as they continue building their business to advance to Executive Director and the additional levels of Executive Director.

The New Director Pins:

Director 25 Pin - To earn this pin, Directors must have 25 to 49 personal or organizational sales in a month for three consecutive months, with no more than 15 sales from any one leg of your organization counting.

Director 50 Pin - To earn this pin, Directors must have 50 to 99 personal or organizational sales in a month for three consecutive months, with no more than 30 sales from any one leg of your organization counting.

The New Executive Director Pins:

Executive Director 200 Pin - To earn this pin, Executive Directors must have 200 to 299 personal or organizational sales in a month for three consecutive months, with no more than 120 of the sales from any one leg of your organization counting.

Executive Director 300 Pin - To earn this pin, Executive Directors must have 300 to 399 personal or organizational sales in a month for three consecutive months, with no more than 180 of the sales from any one leg of your organization counting.

Executive Director 400 Pin - To earn this pin, Executive Directors must have 400 to 499 personal or organizational sales in a month for three consecutive months, with no more than 240 of the sales from any one leg of your organization counting.

Executive Director 500 Pin - To earn this pin, Executive Directors must have 500 to 999 personal or organizational sales in a month for three consecutive months, with no more than 300 of the sales from any one leg of your organization counting.

Executive Director 1,000 Pin - To earn this pin, Executive Directors must have 1,000 to 1,499 personal or organizational sales in a month for three consecutive months, with no more than 600 of the sales from any one leg of your organization counting.

Executive Director 1,500 Pin - To earn this pin, Executive Directors must have 1,500 to 1,999 personal or organizational sales in a month for three consecutive months, with no more than 900 of the sales from any one leg of your organization counting.

Executive Director 2,000 Pin - To earn this pin, Executive Directors must have 2,000 or more personal or organizational sales in a month for three consecutive months, with no more than 1,200 of the sales from any one leg of your organization counting.

NOTE: All personal sales count toward both these new recognition programs. Add-ons will count as long as they are a \$9 or more monthly value. Reinstatements will count as long as the membership has lapsed for more than 90 days and is written by a new writing agent. Only one pin will be awarded per Associate Agreement. Associates can purchase additional pins through Marketing Services at (580) 436-7424.



The new Director pin recognition incorporates a pin "jacket" or "shield" that attaches to the back of the newly designed Director Pin. **NOTE: These new Director pins will be issued to new Directors as soon as they are in inventory.**



The new ED pin recognition incorporates a pin "jacket" or "shield" that attaches to the back of the Associate's existing ED pin.