

FACT SHEET

Company Profile: Prepaid Legal Services - is a 36 year old NYSE company that offers legal and identity theft protection and restoration plans as a voluntary benefit to over 40,000 businesses in the US and Canada

Products/Services:

Life Events Legal Plan – this service provides the following benefits

- Unlimited telephone phone access to a Long Island law firm with over 30 attorneys. The service is nationwide so that if someone needs assistance in another state the LI firm coordinates with the provider attorney for Prepaid in that state. Can be very helpful to parents with children going to college in another state
- Law firm will make phone call and letters on behalf of the member
- review contracts and documents
- Provide a will for both husband & wife
- Represent the member's family in traffic court to reduce points and minimize increase car insurance premiums
- Provides a 25% discount for any legal services that are not covered by the membership

Legal Shield

- Provides 24/7/365 telephone access to an attorney in the event the member is arrested or detained. Does not apply to DUI

Identity Theft Shield – this service is marketed by Prepaid but is provided by Kroll, one of the largest risk management companies in the world.

- Free credit report with credit score is provided annually
- Ongoing monitoring of the members credit file and immediate email notification if any activity takes place
- Restoration of the member identity is stolen/compromised by assigning a licensed investigator from Kroll to contact all local and governmental agencies

In NY the total for both Legal Plan & ID theft is \$24 per month for the employee and no cost to the company.

Ideal Client:

A business with 10 or more employees, that's concerned about increasing productivity and reducing absenteeism. Also wants to enhance the benefits package that they offer to their employees.

An insurance broker that already has a client base and is looking for additional ways to increase their products and commissions.

Key Questions (Business Owner): Would you be interested in finding out how to save \$300-\$500 per employee over the next 12 months without any cost to the company?

Do you currently have an Identity Theft Plan in place to protect your company and employees?

Are they familiar with the red flag rule concerning the company liability for ID theft?

Good Referral: any business owner or Human Resource manager that is open to discussing ways to increase profitability and enhance their benefits package.

I'm also looking for insurance brokers/agents and benefits consultants that would be open to looking at adding our services to their portfolio to provide more services to their existing client or attract new clients.