



JUSTICE
FOR ALL.

Hello Pre-Paid associates,

I want to congratulate you on last week's great week of production and recruiting.

As compared to the same week last year, production of memberships was up 57%.

Recruiting up 108%!

Those are huge increases and I want to congratulate you on a great job!

I asked Steve Williamson, our CFO, how much would our commissions paid for last week be up over a year ago. This is his response:

“On average we pay commissions of approx \$200 per new member. Using that estimate our commissions for last week would be \$5.0 million vs. \$3.2 million for last year, a 57% increase and \$1.8 million more in commissions paid.”

Also I know as a result of this increase in production and recruiting there were a lot of associates with level advancements.

Many moved to manager – congratulations to you!

Many moved to director – congratulations to you!

Many moved to executive director – congratulations to you!

As all of you know, all new associates will now get paid a commission on their very first sale. This is a major change and has created a lot of excitement.

It is now possible to get a check in the hand of your new associate very quickly. Help them complete a sale and get a check.

A lot of last weeks production was a result of a sense of urgency. Close of the month, etc. We need to keep that sense of urgency. Particularly in helping that new associate CFT qualify. As you know, they get a major increase in commissions when they CFT qualify. They have 45 days to CFT qualify, but as the Pre-Paid associates in Hawaii will tell you, that is too long. Their goal is 4 to 5 days not 45. Look what is happening in Hawaii as a result of this sense of urgency.

Now that the new marketing plan is in place, bringing in new associates will allow you to benefit from the new marketing plan.

Let me summarize. Keep the sense of urgency – 4 to 5 days not 45 days to CFT qualify new associates.

No barriers now with \$49.00 associate fee. You can now become a Pre-Paid associate for a lesser amount than you would have to pay for one share of Pre-Paid stock.

New associates now can get paid quickly. New associates are the most excited the day they sign up. Help them get a check in their hand quickly.

Congratulations on a great week.

Thank you for all you do!

Cordially,

Harland Stonecipher