

# COMPANY & PARTNERSHIP OVERVIEW

## Why Become an Affiliate?

First of all – **it's free**. You'll earn a commission on every sale, have the ability to offer discounts to your users, and be partnering with the #1 Online Will Provider in the United States.

Interested? Take a look through our brochure and pick an option that suits you best. We'll set everything else up for you.



**Content:** 

The Will Writing

Business

**Company Overview** 

**Our Services** 

Partnership Opportunities

**Customer Testimonials** 

**U.S. LEGAL WILLS** 

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2016

**COMPANY & PARTNERSHIP OVERVIEW** 

# **The Will Writing Business**

# Every Adult Should Have a Will

Why? Here are a few reasons:

## A Will allows you to describe the distribution of your estate.

Without a Will, one's estate would be divided according to intestate laws; essentially, you would have no control over where, or to whom, your assets go.

It allows you to name an Executor/Trustee. This is the person who will be responsible for carrying out your final instructions. Without a Will, the courts make this decision, which often leads to family fighting in a time that should be left for grieving.

It is how you name a guardian for your children. A Will lets you have a voice after you've passed. Without one, you have no say in what happens after your death. This means that a judge will appoint a guardian to your children, rather than you.

# Why are Most Adults Missing a Will?

Wills are extremely important, so why do so few adults have one, and even fewer have one that is up to date?

"It's too expensive" is one of the most common misbeliefs. With a lawyer you could expect to pay thousands, but that isn't the only option anymore.

"It takes too much time"; another common misconception. While visits with a lawyer are inconvenient, the same Will could be made with us in no time.

Other common excuses include procrastination, wanting to wait for an important life event, assuming you have too little to leave behind, and assuming that your assets will go to the right people without a Will.

When you can solve these problems, your market potential is huge – just check out the stats on the right.



FAST FACTS

63%

Of American adults do not have a Will at all.

28%

Only 28% of American adults have an up-to-date Will.

#### FOR MORE INFORMATION

This study was conducted by USLegalWills.com among 2000 American adults in June, 2016.

VIEW THE FULL SURVEY RESULTS AT: www.USLegalWills.com/blog/americans-without-wills/

## **About Us**

At USLegalWills.com, we are the market leader in online Will services in the United States.

We provide the tools for people to create their own legal Will, Power of Attorney, Living Will (Power of Attorney for Healthcare), and more.

"Our mandate is to allow people to create common legal documents in a very easy, convenient, private, secure and cost-effective manner, without the need to pay the high expenses of a lawyer. We go far beyond any do-it-yourself kit or online repository of legal forms and documents. If you wish, all of your legal documents can be stored and maintained by you online, in a completely private and secure manner. This will ensure that you can keep it updated to reflect any changes in your financial or family situation."



We also offer our services in the Canada and the United Kingdom (England & Wales).

We were established in 2001 in Canada, 2003 in the U.S., and 2005 in the U.K.

We have helped hundreds of thousands of people to create their Will, and have never once heard of a single Will having a problem in going through probate. Note that we are not a legal firm, but that we have lawyers on staff and that all of our services have been created by lawyers in the United States.

#### GREAT CUSTOMER SERVICE

We have a 99% satisfaction rate, phone and email support, and a 30-day money back guarantee.

Your users' satisfaction means a lot to you, and it does to us too.

Check out our reviews on page 7.

## **What Makes Us Different?**



A reminder that we give when a user disinherits his or her spouse.

We are not a fill-in-the-blanks Will Kit, our service is highly interactive, and takes into account everything that the user writes in. The service is provided by fully interactive software; it guides users step-by-step based on their family situation, customized to their state.

For example, legally you must include your spouse and minor children as beneficiaries. If a child is a minor, they must have a trust set up and a guardian named. You should then cover alternate scenarios in which both parents pass (i.e. a car accident); alternate executors, a residual beneficiary, and an alternate residual beneficiary must be named.

We cover everything.

We use the same software that many lawyers use to prepare Wills for their clients - except they charge hundreds for it.

A blank form Will kit will not guide you through any of these situations. There is a significant chance of a simple "fill in the blanks" Will not working.

We provide users with the option to have their Will reviewed by a lawyer.

Having been in the business for over a decade, we have a proven record of success. Our service is trusted, recognized, and it works.

## The LegalWills Advantage



- Overpriced
- Inconvenient
- Hard to update
- Intimidating process

# Blank Forms

- Error-prone
- Quickly out-ofdate
- Not specific to jurisdiction
- Too simple

# LegalWills

- Affordable
- Convenient
- Easy to update
- Checked for mistakes
- End product is the same as a lawyer's Will

#### VALUE-ADDED SERVICES



#### **MyLifeLocker Executor Tool**

Users can document their assets and important information in a secure place, which can be printed and stored with the Will or managed entirely online.

The user can then set people up as **Keyholders** (for example, their Executor), who will gain access to this information after he or she has passed.



#### **MyVault Storage System**

Users can upload important files such as photos, documents, instructions on where to find the Will, etc. The user can then set up Keyholders to access these files once he or she has passed.

## **Our Services**

## Last Will and Testament

Create a perfect, lawyer-approved legal Will from the comfort of your home.



### **Living Will**

Specify your health care wishes in case you are ever unable to communicate.



## Power Of Attorney

Name someone to handle your finances should you ever become incapacitated.



## **Expatriate Will**

If you live outside of Canada, or have assets in the U.S. or U.K.



## **How it Works**

#### Just Click. Print. Sign.

All the user needs to do is click through the steps – we have **online help provided throughout.** Once they're done, all that's left to do is to print the Will and sign.

Need more time? Users can always save their work and come back later.

#### **Keyholder Advantage**

When people pass away, getting their documents to the right people can be a mess. With us, users can name people they trust as Keyholders, who will gain access to their documents (or instructions on where to find them) after the user has passed. It's free, and you can learn more here.

#### Section 4 of 9

| identity Others to be inci                                                   | uded in your will                                                        | Tell me more                  |  |  |
|------------------------------------------------------------------------------|--------------------------------------------------------------------------|-------------------------------|--|--|
| If there are other people or organizat<br>add more names later, as you are w | ions to be included in your Will, you can<br>orking through this wizard. | name them now. You can also   |  |  |
| Full Name:                                                                   | Enter full name                                                          |                               |  |  |
| Gender:                                                                      | Male     Female     Charity/Org                                          |                               |  |  |
| Relationship:                                                                | Relationship to you                                                      |                               |  |  |
| Address:                                                                     | Enter their address                                                      |                               |  |  |
| Add<br>After yo                                                              | u add the first person, you will have the                                | option of adding more people. |  |  |
| < BACK                                                                       | SAVE                                                                     | NEXT >                        |  |  |

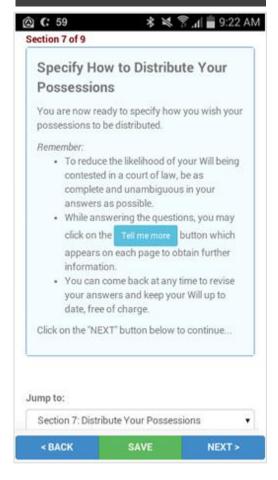
#### **New Feature for 2016**

Handling of **Blended Family Situations**, an issue which affects
12.6% of families, according to 2012 census data.

In these cases, if one leaves his or her entire estate to their second spouse without creating a trust, their children may lose their inheritance. If a parent has children and then remarries, they must leave their estate in trust to their second spouse, or create a life-interest in the family home in order to protect the inheritance of their children.

Currently USLegalWills.com is the only service in the United States that adequately handles this situation.

#### MOBILE FRIENDLY WEBSITE



#### We make it easy

Users can navigate through our service on their desktop or mobile. Save your progress on one device then go back to it later with another. We make the process simple, as it should be.



#### **Completely Legal**

To become a legal Will, the document must be signed in the presence of two witnesses who are not beneficiaries. There is no legal requirement to use a lawyer to prepare a Will, nor to have it notarized.

Who can write a Will? The law allows anybody to write their own Will as long as they are of sound mind when it is signed. In other words, a lawyer is not necessary.

## **Partnership Opportunities**

#### **Opportunity #1 | Link Service**

The partner simply refers its clients or users to use USLegalWills.com, as an affordable and convenient way of creating their Will.

**How does this work?** All you need to do is include one of our links on your website, that's it!

Once the banner link is on your website, there's absolutely nothing more required from you. All ongoing support is handled by us; there is no incremental cost.

What would happen from our side? A custom landing page would be created, where your clients would complete their Will or other documents after clicking on your link.

For every sale, you earn a commission.

Contact information (or profile) of the client, as well as specific areas of interest can be directed back to you.

This option has been taken by **Intuit**, **SimpleTax**, the **Canadian Diabetes Association**, union groups, and many more.

# Opportunity #2 | Embed Service

This option includes our white label "Embed" service; the ability to embed the complete LegalWills service within an iFrame on your website.

Everything is the same as with Opportunity #1, but the service can now be completed within your own website.

**How does this work?** We will supply you with a string of code to insert into your website - that's it.

Orders and emails are processed by USLegalWills.com. Once the initial setup is complete on your end, we'll take care of every transaction for you.

This option has been taken by several financial advisors, insurance brokers, and charity organizations.

#### Opportunity #3 | API Service

This option includes our white label API service; a complete stripping out of the LegalWills branding.

How does this work? Orders are processed, pricing is established, and emails are generated by the partner.

Services are purchased wholesale by the partner, directly from USLegalWills.com.

This allows partners to offer their own estate planning service directly from their website, and determine their own pricing (or make it free).

What would happen from our side? This option requires a slightly more technical implementation. Our company would work more closely with yours while we set up the API service. As always, we will be committed to successful and convenient delivery.

#### **Commissions & Discounts**

With Opportunity #1-2, you can earn commissions and offer discounts on any of our services.

How does this work? As a partner you will receive 30% of each sale; you can choose how to distribute this between your discount offered and your commission earned.

For example, a partner could offer a 10% discount and then earn a %20 commission (on each sale). In another example, you could choose to put the full 30% towards your commission. It's all up to you.

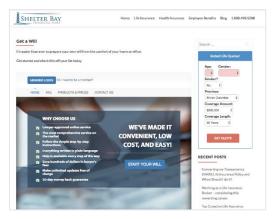
Partners can also offer discounts above 30%, but must cover the additional discount themselves.

#### PARTNERS IN ACTION



#### Link Service

Opportunity #1 – The landing page created on our website for The Canadian Diabetes Association.



#### **Embed Service**

Opportunity #2 – Our Will service embedded into the Shelter Bay Financial Corp. website.



#### Are there any Costs?

We handle all associated costs. While your organization can earn a 30% commission on each sale, we do not actually keep the remaining 70%. In most cases, our profit margin is equal to or less than our partners.

Why? We incur all legal, licensing, insurance, infrastructure, customer service, and product development costs. All that's left for you is profit.

## **Aggregated Reports**

Keeping track of your partnership campaign and receiving your commissions is important. We make it as easy for you as possible.

Your organization will receive its own Login ID, which you can also create yourself by clicking on our Affiliates tab.

#### Once you have your Login ID, you

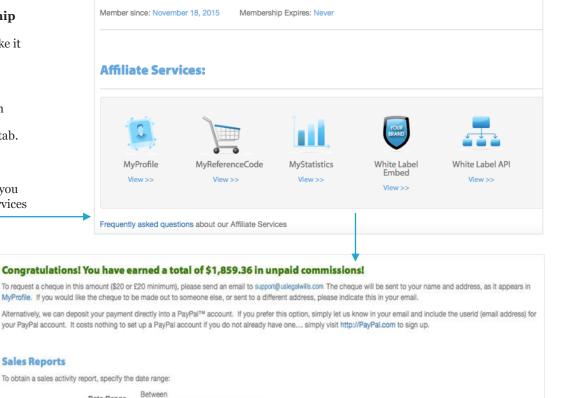
will be able to access our Affiliate Services page as shown to the right.

You and anyone from your organization can login and navigate through your affiliate page.

From there, you can track your total amount of commissions earned, and request payment.

You can also generate several different reports for configurable date ranges (as shown on the right). These include:

- Sales (for Wills and other services purchased)
- Click through rates
- Conversion rates
- Customer contact information, including email addresses
- Email opt in/out settings
- Date of Will creation
- Date of Will payment



#### Affiliate Sales Activity Report

Date Range

From date and To date

View Printable Report

| Date                    | Payment Processor<br>Order # | Customer Name | Customer Email Address | Customer Opted-in to<br>Email Communication? | Date MyWill Last<br>Downloaded |
|-------------------------|------------------------------|---------------|------------------------|----------------------------------------------|--------------------------------|
| 15-Apr-2016 12:02:47 AM | 28P712454W648193V            |               |                        | Yes                                          | 15-Apr-2016 12:05:32 AN        |
| 15-Apr-2016 9:32:55 AM  | 49467753B5451790X            |               | T                      | Yes                                          | 15-Apr-2016 9:34:08 AM         |
| 15-Apr-2016 10:08:35 AM | 8R649251Y9200794L            |               | Ť                      | Yes                                          |                                |
| 15-Apr-2016 10:50:56 AM | 87N365901N627525V            |               | T                      | Yes                                          |                                |
| 15-Apr-2016 11:39:45 AM | 2P573808ML735492D            |               | Ī                      | Yes                                          |                                |
| 15-Apr-2016 1:21:06 PM  | 36S92638J6853493L            |               | T                      | No                                           |                                |
| 15-Apr-2016 1:47:20 PM  | 2NU10876EX715504B            |               | Ī                      | Yes                                          | 15-Apr-2016 2:24:22 PM         |
| 15-Apr-2016 2:14:38 PM  | 7FA69731BV764290U            |               | T                      | Yes                                          |                                |
| 15-Apr-2016 3:17:51 PM  | 03P19396AS366233J            |               | T                      | Yes                                          | 15-Apr-2016 3:19:07 PM         |
| 15-Apr-2016 9:36:20 PM  | 2M0657893A369971K            |               | T                      | No                                           | 3 - 20                         |
| 15-Apr-2016 10:56:26 PM | 97R36349ST9199144            |               | T.                     | Yes                                          | 20-Apr-2016 1:13:53 PM         |
| 16-Apr-2016 9:16:47 AM  | 7YK90584KD8584050            |               | T                      | No                                           |                                |
| 16-Apr-2016 10:12:29 AM | 48A10335PV434721R            |               | Ī                      | No                                           | 16-Apr-2016 10:23:22 Al        |
| 16-Apr-2016 1:53:58 PM  | 3EJ293071J286143A            |               | T                      | Yes                                          | 3 1/4                          |
| 16-Apr-2016 3:33:23 PM  | 9XR70650C6156722U            |               | Ī                      | Yes                                          |                                |
| 16-Apr-2016 4:03:05 PM  | 5TV0140817204972E            |               | T.                     | Yes                                          | 3                              |
| 16-Apr-2016 7:08:57 PM  | 66324577Y6904294N            |               | T                      | Yes                                          |                                |
| 16-Apr-2016 7:25:09 PM  | 53M24081XE837012S            |               | T                      | No                                           | 16-Apr-2016 7:30:36 PM         |
| 16-Apr-2016 9:12:19 PM  | 17X05781PV275663H            |               | T.                     | No                                           |                                |
| 16-Apr-2016 10:40:39 PM | 0AB056716Y127224N            |               | T                      | Yes                                          |                                |
| 16-Apr-2016 11:55:19 PM | 252291395Y8998242            |               | T                      | No                                           |                                |
| 17-Apr-2016 11:36:47 AM | 7JS36231XR7374405            |               | T                      | No                                           |                                |
| 17-Apr-2016 12:17:57 PM | 9XR891143A027842F            |               | Ī                      | Yes                                          | 17-Apr-2016 12:25:55 Pf        |
| 17-Apr-2016 1:53:26 PM  | 2MS04929U7752471S            |               | Ť                      | No                                           |                                |
| 17-Apr-2016 1:58:05 PM  | 0TA31441UJ072164B            |               | Į                      | Yes                                          | 18-Apr-2016 9:49:23 AM         |
| 17-Apr-2016 2:04:27 PM  | 9X365615WT099074F            | 1             |                        | Yes                                          |                                |
| 17-Apr-2016 5:11:08 PM  | 4J204245EB7862459            |               | T                      | Yes                                          | 21-Apr-2016 9:49:46 PM         |
| 17-Apr-2016 6:00:04 PM  | 9K199344U9718410S            |               | I                      | No                                           |                                |
| 17-Apr-2016 8:48:39 PM  | 24P01320L3916222K            |               | Ī                      | Yes                                          |                                |
| 17-Apr-2016 9:03:33 PM  | 5N734905M7730892N            |               | I                      | Yes                                          |                                |
| 17-Apr-2016 11:54:40 PM | 0EW88803HT236252W            |               |                        | Yes                                          | 8-Jun-2016 12:26:36 AN         |
| 18-Apr-2016 11:17:11 AM | 0HW18355G5882844C            |               | T                      | No                                           |                                |
| 18-Apr-2016 1:10:15 PM  | 3EU41255NR7219535            |               | T                      | Yes                                          | 18-Apr-2016 1:29:47 PM         |
| 18-Apr-2016 1:13:32 PM  | 80D61657S5555804T            |               | Ī                      | Yes                                          |                                |
| 18-Apr-2016 1:51:34 PM  | 0WX82400XK3010935            |               | T                      | No                                           | \$                             |

**Download Excel Spreadsheet** 

## **Customer Testimonials**

It's our responsibility to make sure your customers are satisfied, and with a 99% satisfaction rate, you can expect them to be.

"It got the job done faster and easier than when we tried (and were prepared to pay for) a lawyer, who made it a really difficult process."

"Very easy to use!"

"Fantastic site! It's great being able to make my wishes accessible online for my family."

"After the awesome customer service I got today, I feel confident that I made the right choice in making this purchase, and if I have any other questions or issues, I know I will receive help readily."

"What service!!! Wish other websites could learn from you. Thanks very much for everything." "Great site – I referred my parents and I'm an attorney!"

"Easy, fast and economical. Helped relieve stress and anxiety about getting this major life project completed"

"I did have some questions about things and I was amazed at how fast my questions were answered."

"Price was very reasonable and saved me thousands of dollars; easy to understand; great customer service; good follow-ups to check that I was doing okay with my process (they cared); ..."

"Made something difficult that much easier."

"I liked the convenience and felt safe traveling knowing my assets would go to my kids if something happened to me."

"Very straight forward and easy to use. The Will, Personal Directive, and the POA were recognized without issue by all concerned."

"User friendly, great options in the burial section, very thorough, highly recommend."

## **Satisfaction Guarantee**

We have an A+ Better Business Bureau Accreditation with zero complaints ever.

We constantly maintain a Google Reviews rating of 4+ stars out of 5.

In a customer satisfaction survey, over 99% of respondents answered to being satisfied with our service.

We offer a 30-day money back guarantee – if a customer isn't satisfied, we'll reimburse them the full price.

#### We are the #1 Online Will Provider for a reason:

We provide trusted and proven quality service, offer the most comprehensive options on the market, and care about every person and partner that we work with.



## **Start Working with Us Today**

# It's never been easier to offer your own estate planning service.

Within a matter of days, you can go from offering no estate planning service at all, to providing the best that there is.

**To get started**, just send us an e-mail (see the contact information below) telling us which Partnership Opportunity you'd like to choose. We'll give you everything you need to set up your affiliate account and connect our service to your website.

Once everything is set up, you're good to go! If you've chosen our Embed or Link service, you don't even have to put any time towards managing the service. We handle all the nittygritty, and you get paid.

#### The best part is, it won't cost you a thing.

Take advantage of this offer while it's free and become a partner today – you're only one e-mail away.



Our Partnership Opportunities: Opportunity #1 – Link Service Opportunity #2 – Embed Service Opportunity #3 – API Service

## **Contact Us**



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