Truckers Voice in Court We Win Over 92% Of Our Cases!

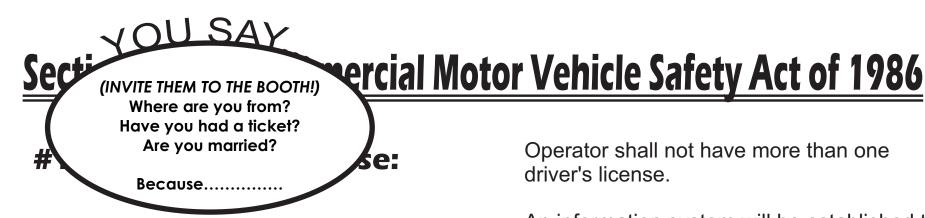


Company That Does It Right!!

Motor Club of America Enterprises, Inc.

PRO-DRIVER MOTOR PLAN

THIS IS NOT AN INSURANCE CONTRACT NOR AN AUTOMOBILE LIABILITY OR PHYSICAL DAMAGE POLICY AND DOES NOT COMPLY WITH ANY FINANCIAL RESPONSIBILITY LAW.



7 Information System:

#10 Serious Traffic Violations **Involving Commercial** Vehicle**

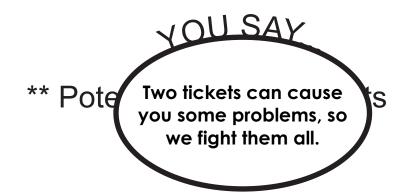


Operator shall not have more than one

driver's license.

An information system will be established to serve as a clearing house so a state or employer may check the status of a driver's CDL.

- (a) 2 serious violations within a 3-year period = 60-day suspension
- (b) 3 serious violations within a 3-year period = 120-day suspension









are Cove

througho

You are covered in the U.S.A. and in Canada in anything you drive.

USA and Canada

in any

Licensed Highway Motor Vehicle





FREE Representation for your 1st and 2nd Covered

MOVING AND NON-MOVING VIOLATIONS

3rd citation is \$25, and \$50 for every citation thereafter

Following Too Close Speeding

We fight "following too closely," "speeding," "logbook," "overweight," equipment" ... any moving or non-moving violation. Quipment

» Many Others . . .

Through the court of original jurisdiction.

NOT applicable when charged with any drug or alcoholrelated matter; driving without a valid operator's permit, license, or tag; a felony; leaving the scene; past-due citations; parking or environmental charges; appeals or warrants.



REMEMBER: Your membership goes with you in any licensed motor vehicle . . . private, company, or commercial!

FREE DATA Q CHALLENGES

FOR TVC 4885 PRO-DRIVER MEMBERS

WEHER YOUR PSPREPORT GLEAN AND AGGURATES

YOU SAY

You know that a Bad CSA Score
or A Bad PSP Report
can cause you as much trouble in your Business as
Points on your MVR!!

On every ticket Our Provider Attorney work for you that results in a Challengeable Reduction
We will automatically do a DataQ Challenge when you provide us with the corresponding inspection report to keep your PSP Report Clean.

HOW DO YOU STACK UP AGAINST

A TVC 4885 Pro-Driver membersh Safety Accountability is a measur accurate record is important to y dismissed, amended and reduced v results in a challengeable reduction, the corresponding inspection report.



3200 W. WILSHIRE BLVD. OKLAHOMA CITY, OK 73116 • 1-800-288-2

You will IMMEDIATELY reare open to assist you 24 a membership card like the hours a day.

Here is your membership card. We are open to assist you 24 hours a day.

TVC PRO-DRIVER® INC.		\$200.00 GUARANTEED ARREST BOND CERTIFICATE* MOTOR CLUB OF AMERICA* hereby guarantees the appearance of Member, whose valid signature appears below, or the spouse of said member, if the valid signature appears below, in any court of competent jurisdiction when arrested for a violation of any motor vehicle law, (except where Member or spouse is charged with or accused
Member Name	Enrollment Date	of operating a motor vehicle while under the influence of intoxicating liquor, narcotics or psychedelic drugs; without a valid operator's permit; leaving the scene of an accident; or for any felony other than vehicular manslaughter), prior to the expiration date of membership. In the event of failure of said Member or spouse of said Member to appear in court at any time of trial, Motor Club of America guarantees to pay any fine or forfeiture levied for such failure to appear not in excess of \$200.00. All public officers are hereby authorized and requested to accept this certificate in lieu of cash bail. Member must notify Club at once when card is deposited as bail, and agrees to promptly reimburse Motor Club of America for all
Number	Expiration Date	
Call for traffic violation representation at:		fines, forfeitures, disbursements and expenditures made by reason of posting GUARANTEED ARREST BOND CERTIFICATE. MOTOR CLUB OF AMERICA, operated by Motor Club of America Enterprises, Inc. *Also guaranteed by PLATTE RIVER INSURANCE COMPANY of Nebraska Valid only if signed below: President
1-800-288-2889		
Motor Club of America Enterprises Inc.	Marketed By: TVC Marketing Associates®, Inc. 3200 W. Wilshire Blvd. PO Box 20490 Oklahoma City, OK 73156-0490 (405) 843-2722	Member's SignatureSignature of Spouse
		'Although this certificate will be accepted in many states, in some states bond certificates are not acceptable, and in other states they are accepted for lesser amounts than \$200.00. See Membership Contract for states accepting lesser amounts. No bonds are acceptable in California.

America's Most Prestigious Pro-Driver Card!

Sign it and place it next to your Driver's License.

\$200 Cash Appearance Bond for Moving & Non-Moving Violations



Your card will be accepted as CASH BOND or we will wire the money by Western Union or Comchek.

TVC PRO-DRIVER MEMBER TESTIMONIALS



Name: Dwight Speer City: Camden, WI

Employer: Martin Transportation

I was stopped at the scales in California, and received several violations ranging from speeding, logbook, and equipment. The total fines assessed were \$1,400. TVC got the fines reduced to \$76 with no points on my CDL. I am a three year member.

Have you ever driven in California???? Look at this \$1,400 ticket --- reduced to \$76 with no points....



Recently, I received a speeding ticket for going 72 in a 55 mph zone in the Atlanta area. TVC represented me to verify a course of action. The lawyer was able to reduce the charge to 62 miles per hour, so I would not get any points; and the fine that I had already paid was returned to my lawyer uncashed. You can bet that I'm one happy customer, and would recommend this service to everyone driving!

Rule Of Melonius

You also have a



When charged with manslaughter, involuntary manslaughter, negligent homicide or vehicular homicide arising from the permitted use of a motor vehicle.

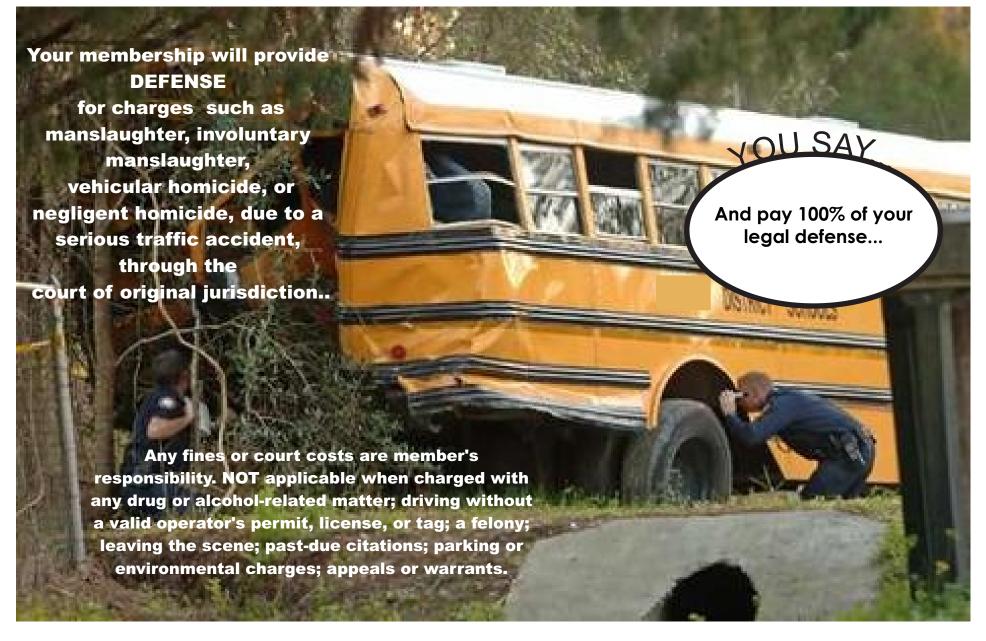




Call TOLL-FREE

24 hours a day, 7 days a week!

SERIOUS TRAFFIC VIOLATION REPRESENTATION





TVC BOWLER

This member was in a serious accident where three people died. He was charged with 3 counts of misdemeanor death. He was facing 18 years in jail, a \$4,500 fine and three-year suspension.

We got him no jail time, no probation, and only a \$500 fine. He couldn't drive in North Carolina for one year.

We paid over \$30,000 to defend him.

He paid zero.

In a highly publicized case that was featured on CNN. He paid zero.

Paper, Joe Smith (not his real name) was charged with 3 countries and a number of injuries when his truck ran into a bus.

Each of the three counts was punishable by a maximum of six years imprisonment (total possible 18 years), \$1,500 in fines (total possible \$4,500), and loss of license for one year (total possible 3 years). Thanks to TVC and the Provider Attorney and pursuant to a plea arrangement with the State, Mr. Smith received the following: SAV

NO JAIL TIME

NO SUPERVISED PROBATION

\$500 FINE

Now I hope this never happens to you. And, of course, Mr. Driver, this wouldn't be covered if the charge was drug or alcohol related.

ONE YEAR REVOCATION OF DRIVING PRIVILEGES IN STATE
WHERE ACCIDENT OCCURRED. HOWEVER, HE IS ALLOWED TO
DRIVE IN HIS HOME STATE AND ALL OTHER REMAINING STATES IN THE U.S.

PRE-EXISTING CITATIONS

You are entitled to representation for covered moving and non-moving violations A issued prior to and 10 days after effect

for \$295* per citation, provide Do you have a ticket now?

(No).

Great! We'll skip this page.

If yes, see training manual

- Advise TVC of the ticket by phone
- Send in handling fee (\$295*) and Power of Attorney Certificate
- Allow 10 working days prior to court date

* The Pre-Existing handling fee is \$295 provided that the citation is received in the home office more than 10 business days prior to the court date. If the citation is received with 5 or less business days remaining until the court date, the Pre-Existing handling fee is \$395.

Your membership also includes . . . 2½ Hours of Attorney Time per claim To help COLLECT DAMAGES when you receive

We give you 2 ½ hours of attorney's time for personal injuries and property damage claims.

RSONAL INJURIES

or sustain

PROPERTY DAMAGES

of \$2,000 or less.





^{*} Most accidents worked on a contingency fee basis.

25% DISCOUNT

We give you free attorney consultation on all other legal matters with a 25% discount if you choose to use their service.

ER ATTORNEY SERVICE

provider attorney's normal hourly rate on any legal matter not specifically covered under this Membership Plan. These fees are between you and your attorney.

Your provider attorney may require a retainer fee before beginning work on your case.



How it Works:

- Should you require an attorney with an unusual specialty or in a remote location, TVC will conduct a search for an appropriate attorney to provide the legal benefits for you.
- In order to secure the services of an attorney at a 25% discount off of his standard hourly rate, contact TVC with details of your legal matter. This will enable us to properly refer an attorney.
- Contact TVC by phone 3-5 business days after your initial contact, for your Provider Attorney's name and phone number. Once you have your attorney's name, you will need to agree with him upon a fee (at 25% off his normal rate). You should then maintain contact with him, and you should provide him with the necessary information he requires to successfully complete your case.

HAVE YOU EVER HAULED A LOAD YOU DIDN'T GET PAID FOR? You Can Get Same Day Pay...

As a TVC Pro-Driver Member, If YOU sign up as a new CLIENT with Our Strategic Partner TBS Factoring Service,

Your FIRST 5 LOADS of \$2000 or Less will be FACTOR FEE FREE

WHICH IS A SAVINGS TO YOU OF UP TO

\$500

LOW RATES
FLAT RATE
Non-Recourse

S TACTORING SERVICE

Recourse Factoring Rates As Low As 1%

Paperwork and

Bookkeeping

SAME DAY PAY

Do you have your own Authority?

Yes

FUEL ADVAN 40%-50% Advance Ra

Have you ever hauled a load and didn't get paid?

Our Stragic Partner TBS Factoring has Same Day Pay and as our member you can get your 1st 5 loads factored fee free.

FUEL CARDS
EFS & COMDATA
SAVINGS

Available

Service Service

Truck
Insurance
Down-Payment
Assistance

Start Up Bundle LOWEST PRICE ANYWHERE

Permitting IFTA / UCR IRP

ARE YOU READY TO BE YOUR OWN BOSS?

Let Our Strategic Partner TBS Factoring Service Assist YOU in Navigating Through to FMCSA Authority Maze!!!

As a TVC Pro-Driver Member TBS will...

START UP BUNDLE - Lowest Price Anywhere. Includes MC#/DOT, UCR & more

INSURANCE - Competitive Rates and Deferred Down-Raymer Program

DOT COMPLIANCE - TBS can help make sure you

pliance Audit.

PERMITTING - Everything you need to Ruy

Do you want to be your own boss?

DISPATCH SERVICE - Elite Dispatch fig

Our Stragic Partner TBS Factoring can help you get your own Authority for the lowest price anywhere.

FACTORING - Same day CASH FOR Advances ...

They even have an insurance deferred down payment program and as our member you can get your 1st 5 loads factored fee free.

Your FIRST 5 LOADS of \$2000 or Less will be FACTOR FEE FREE

WHICH IS A SAVINGS TO YOU OF UP TO \$500

Discount Benefits

For Ongoing Pay Members

assenger Vehicle

Auto:

24 Hour Roa (dispatch)

24 Hour

(Dispatch

Motor Club benefits when you or your spouse are in a private passenger vehicle

Legal Coverag violations in their

ehicle

New Vehicle Dealer Cost Information Discounts at Jiffy Lube Discounts at MAACO

Touring & Travel:

Free Auto Trip Routing Service

Emergency Room Locator Service

Discounts at Hotel / Motels Throughout the US

Discounted Vacation Condominium Rentals

Discount Car Rental with Avis, Hertz, Dollar, Budget, Enterprise and National

Discount Legal Services:

FREE Simple Will

Deelply Discounted Services: Member Rate
Waiver Divorce - \$210.00
Simple Will and Trust - \$170.00
Bankruptcy (Chapter 7) - \$495.00
Incorporation - \$295.00

Non-M \$750.0 \$280.0 \$750.00

\$500.00

plus a free will and set legal discounts for other matters.

OUSAY







The National Safety Council Says:

Every 12 minutes someone is killed on the highways

Every 1 ½ seconds someone becomes a hospital patient as a result of an automobile accident

Your membership covers ALL accidents

3.4 million

Vehicles

3.9 Million injuries

Work

6.4 Million injuries

Public

7.3 Million injuries

Home

Up to 50,000 Accidental Death & Dismemberment Benefit Summary

Under the TVC Pro Driver comprehensive Accidental Death, Dismemberment and Loss of Use coverage, you have the cool of some yourself only, you and your spouse, or you and your family. This coverage pays benefits in the event a covered Memberment or loss of use (i.e. paralysis).

A selection of one of the three options must be made by the Member and returned to us for coverage

Option A
Member Only
\$50,000*

Option B Member & Spouse \$25,000* each Option C Family Member: \$30,000* Spouse \$15,000* Child(ren) \$3,500* We give you \$50,000 of AD&D.

^{*} Benefit amount (Principal Sum) payable may be reduced for dismemberment, loss of use, loss of sight, speech or hearing, depending on severity of loss.

Driver Appreciation Day

WIN \$1,000 CASH!

555

YOU'VE PAID YOUR DUES, MAYBE NOW TO STAND TO STAND TO STAND TO STAND THE STANDARD TO STAND THE STANDARD TO STAND THE STANDARD TO STANDARD THE STANDARD TO STANDARD THE STANDAR

As an active 4885 TVC Proto vin \$1,000. Each month, who honor of Driver Appreciation Day:

If you sign up for the 4885 plan today, you will be in the drawing for \$1,000 next month.

you are automatically entered driver to win \$1,000 cash in

TVC PRO-Driver.com

NO PURCHASE NECESSARY TO ENTER OR WIN. Subject to monthly "Entry Periods" and full Official Rules available at www.tvcmatrix.com/driverappreciationdrawing.pdf. Entrants must have an active CDL and be either: i) legal residents of the 50 US or DC who are at least 18 years of age, or ii) legal residents of Canada (excluding Quebec) who are at least the age of majority in their province or territory of residence. Limit of 1 entry per person per monthly Entry Period drawing. Void where



Lady Foot Locker

gift card

TVC Pro-Driver Reward Program Receive 200 Reward Dollars at Sign Up and

Receive 100 Reward Dollars Each Month With Your Active Membership

Shop Online at TVCProDriverRewards.com

Lowest Price Guarantee

Every item we offer is reviewed each day to guarantee that our Retail Price (that's the price before your Reward Dollars are applied) is the lowest you will find at online sites including:

> Amazon.com Overstock.com Sears.com Zappos.com

Macvs.com Nordstrom.com Sephora.com BedBathAndBeyond.com

Walmart.com Target.com BestBuy.com ...And More!!!

Travel is reviewed each month to guarantee that our Retail Price (that's the price before your Reward Dollars are applied) is the lowest you will find at online sites including:

Orbitz.com

Travelocity.com Expedia.com

Hotels.com

...and More!

If you find a lower qualifying price online than what you paid, we will give back your Reward Dollars and refund the difference.



Gift Cards

kids Foot Locker

JCPenney















CVS/pharmacy



TVC Pro-Driver

Driver Referral Program

Go to: tvcreferral.com And sign up with

Using my Referral Code



TVC Pro-Driver

Driver Referral Program

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Using my Referral Code



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TVC Pro-Driver

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Using my Referral Code



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Driver Referral Program

Go to: tvcreferral.com And sign up with

Using my Referral Code



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Go to: tvcreferral.com

And sign up with
Using my Referral Code

Circ Circ

TVC Pro-Driver

Priver Referral Program

You can also receive \$50 in Referral Rewards every time you refer a Driver.



TVC Pro-Driver

Driver Referral Program

Go to: tvcreferral.com And sign up with

Using my Referral Code



TVC Pro-Driver

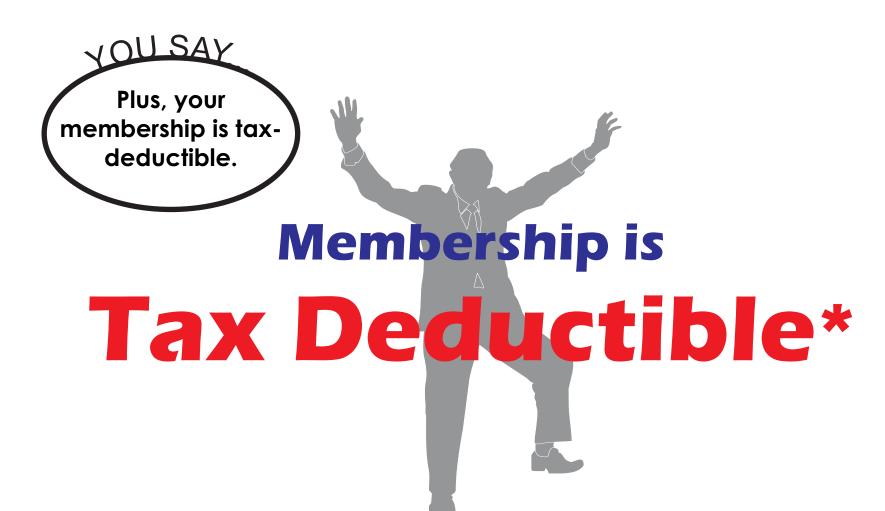
Driver Referral Program

Go to: tvcreferral.com And sign up with

Using my Referral Code

tvcreferral.com
And sign up with

Using my Referral Code



*Varies by state.

Professional memberships are normally tax deductible.

Please check with a local accountant.



SUMMARY OF 4885

COMMERCIAL VEHICLE COVERAGES:

Covers member only in the US & Canada, in any commercial motor vehicle licensed for highway use.

MOVING & NON-MOVING VIOLATION REPRESENTATION

Provider Attorney representation in the court of original jurisdiction on all covered moving and non-moving violations.

CASH APPEARANCE BOND

\$200 for moving or non-moving tickets.

PRE-EXISTING TICKETS

Traffic violation representation by Provider Attorneys for \$295 handling fee per citation issued prior to or on your enrollment date. \$395 handling fee if the ticket is received in the home office with 5 or less business days before the court date.

SERIOUS TRAFFIC VIOLATIONS

Provider Attorney representation in the court of original jurisdiction for criminal charges of manslaughter, vehicular manslaughter, or negligent homicide, directly arising from a traffic accident ocurring after your enrollment date.

25% LEGAL DISCOUNT

Any legal matter that is not specifically covered may be referred to a Provider Attorney under a 25% discount service.

\$5,000 POLICE BAIL BOND

Up to \$5,000 bail bond should you be charged with covered vehicular manslaughter violations.

FREE DISCOUNT CARD

24/7 Doctor • Physician Network • Surgical Network • Prescriptions • Eye care • Hearing Aid • Dental

OTHER DISCOUNT SERVICES

Hotel/Motel • Grocery Coupons • Emergency Roadside Dispatch

DRIVERS LICENSE PROTECTION

Up to 2 ½ hours of Provider Attorney's time to protection of your right to drive and (in case of accident) recovery of damages & personal injury expenses.

FREE DATAQ CHALLENGES

Free DataQ Challenges for dismissed, amended and reduced violations handled by TVC Provider Attorneys.

PERSONAL PASSENGER VEHICLE COVERAGES:

Covers member and member's spouse living in the same household.

EMERGENCY TOWING SERVICE

Pays for towing to nearest servicing facility.

EMERGENCY ROAD SERVICE

Pays reasonable charges to get your car started, fix flat tires, gas, jumps, unlocks etc.

REIMBURSEMENT FOR EMERGENCY TRAVEL & LIVING EXPENSES

Up to \$750 for local lodging and meals,transportation or rental car if your car is disabled as a result of an auto accident more than 100 miles from your home.

CUSTOM MAPS & TRIP ROUTING

Free step-by-step computerized mapping services.

CAR RENTAL DISCOUNTS

Discounts on car rentals at thousands of rental locations.

PROVIDER ATTORNEY SERVICES FOR NEW CAR WARRANTY**

Up to \$250 for a provider attorney's fees upon the enforcement of a valid written warranty.

LAWYER'S REPRESENTATION FOR MOVING TRAFFIC VIOLATIONS**

Pays for a provider attorney to represent you in the court of original jurisdiction for covered moving violations.

COLLECTION SERVICE FOR DAMAGES TO YOUR CAR**

Up to \$250 for a provider attorney's fees when collection is made for damages to your car.

LAWYER'S SERVICES FOR AUTO MANSLAUGHTER & AUTO ASSAULT & BATTERY DEFENSE**

Referral to a provider attorney for representation against charges of manslaughter, involuntary manslaughter, or negligent homicide, directly arising from a traffic accident.

\$500 ARREST BOND CERTIFICATE

Your Motor Club membership card may be used in lieu of cash bail up to \$500.

REIMBURSEMENT FOR BAIL BOND PREMIUM

Up to \$325 reimbursement of the cost of a bail bond if you are detained for motor vehicle violations.

SPECIAL MOTOR CLUB PERSONAL AUTO ACCIDENT INSURANCE

Up to \$2,500 for loss of life, limb or sight. Up to \$5,000 after 24 months.

AMBULANCE SERVICE*

Up to \$100 for ambulance service from the scene of an automobile accident.

\$50,000 AD&D BENEFIT

Pays member up to \$50,000 in case of accidental death or dismemberment and loss of use, worldwide, 24 hours a day, 365 days a year, on or off the job. Coverage provided by Individual Assurance Company. Member must complete additional form for enrollment in AD&D benefit.

WORLDWIDE TRAVEL ASSISTANCE

Medical assistance, information assistance, legal assistance, and personal assistance while you are traveling, anywhere in the world!

- * These services not available in Texas, per legislation.
- ** In California, coverages provided by Insurance Underwriter.
 Limitations may apply.

DRIVER REWARDS PROGRAM!

Receive 200 Reward Dollars at sign up and receive 100 Reward Dollars each month with your active membership. Shop Online at TVCProDriverRewards.com • Lowest Price GUARANTEE

- Dining Discounts Over 70,000 restaurants; over 325,000 offers
- Hotel Discounts Over 25,000 properties
- Shopping Discounts Over 4,000 brand-name products
- Gift Card Discounts Over 150 brand-name gift cards 10%-40% off

PRICE: \$48.85 per month

When using the language attorneys, representation, legal services, consultation or other similar language, we are referring to referrals to a Provider Attorney. Provider Attorneys are those attorneys who have agreed to provide the services referenced herein to our members This represents a summary of benefits only. See membership packet for complete explanation of benefits, provisions and exclusions. Discount Health Care Benefits: WellDyne. These benefits may be discontinued at any time and may be subject to geographic availability.

Administered by Motor Club of America Enterprises, Inc.



SUMMARY OF BENEFITS:

GREEN PLUS

COMMERCIAL VEHICLE COVERAGES:

Covers member only in the US & Canada, in any commercial motor vehicle licensed for highway use.

MOVING & NON-MOVING VIOLATION REPRESENTATION

Provider Attorney representation in the court of original jurisdiction on all covered moving and non-moving violations, for a handling fee of \$25 per citation.

CASH APPEARANCE BOND

\$200 for moving tickets.

PRE-EXISTING TICKETS

Traffic violation representation by Provider Attorneys for \$295 handling fee per citation issued prior to or on your enrollment date. \$395 handling fee if the ticket is received in the home office with 5 or less business days before the court date.

SERIOUS TRAFFIC VIOLATIONS

Provider Attorney representation in the court of original jurisdiction for criminal charges of manslaughter, vehicular manslaughter, or negligent homicide, directly arising from a traffic accident occurring after your enrollment date, for a handling fee of \$25.

\$5,000 POLICE BAIL BOND

Up to \$5,000 bail bond if charged with covered vehicular manslaughter violations.

DRIVERS LICENSE PROTECTION

Up to 2 ½ hours of Provider Attorney's time for protection of your right to drive and (in case of accident) for recovery of damages & personal injury expenses.

PERSONAL PASSENGER VEHICLE COVERAGES:

Covers member and member's spouse living in the same household.

EMERGENCY TOWING SERVICE

Pays for towing to the nearest servicing facility.

EMERGENCY ROAD SERVICE

Pays reasonable charges to get your car started, fix flat tires, gas, jumps, unlocks, etc.

REIMBURSEMENT FOR EMERGENCY TRAVEL & LIVING EXPENSES

Up to \$750 for local lodging and meals, transportation or rental car if your car is disabled as a result of an auto accident more than 100 miles from your home.

CUSTOM MAPS & TRIP ROUTING

Step by step computerized mapping services free of charge to members.

CAR RENTAL DISCOUNTS

Discounts on car rentals at thousands of rental locations.

PROVIDER ATTORNEY SERVICES FOR NEW CAR WARRANTY**

Up to \$250 for a Provider Attorney's fees upon the enforcement of a valid written warranty.

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COLLECTION SERVICE FOR DAMAGES TO YOUR CAR**

Up to \$250 for a Provider Attorney's fees when collection is made for damages to your car.

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Your Motor Club membership card may be used in lieu of cash bail up to \$500.

REIMBURSEMENT FOR BAIL BOND PREMIUM

Up to \$325 reimbursement of the cost of a bail bond if you are detained for motor vehicle violations.

SPECIAL MOTOR CLUB PERSONAL AUTO ACCIDENT INSURANCE

Up to \$2,500 for loss of life, limb or sight. Up to \$5,000 after 24 months.

THEFT REWARD

Will pay \$1,000 for information leading to the arrest and conviction of anyone who steals your privately owned vehicle. Does not pay on-duty police officers or family members.

AMBULANCE SERVICE*

Up to \$100 for ambulance service from the scene of an automobile accident.

- * These services not available in Texas, per legislation.
- ** In California, coverages provided by Insurance Underwriter. Limitations may apply.

DRIVER REWARDS PROGRAM!

Receive 200 Reward Dollars at sign up and receive 100 Reward Dollars each month with your active membership. Shop Online at TVCProDriverRewards.com • Lowest Price GUARANTEE

- Dining Discounts Over 70,000 restaurants; over 325,000 offers
- Hotel Discounts Over 25,000 properties
- Shopping Discounts Over 4,000 brand-name products
- Gift Card Discounts Over 150 brand-name gift cards 10%-40% off

PRICE: \$31.90 per month

This represents a summary of benefits only. See membership packet for complete explanation of benefits, provisions and exclusions. When using the language attorneys, representation, legal services, consultation or other similar language, we are referring to referrals to a Provider Attorney. Provider Attorneys are those attorneys who have agreed to provide the services referenced herein to our members.

Administered by Motor Club of America Enterprises, Inc.

CLOSE THE SALE...

IMMEDIATELY pick up the packet. (Build value...)

We are going to give you this card, stickers for your truck and your logbook. Here are your power of attorneys. If you have a ticket or accident, call this 800# and they will help you. Here is a summary of your benefits that we talked about.

What is your name?.... What is your address?.... What is your phone number?... What is your social?

Complete the membership card while chatting (about the weather, where he's headed, the price of gas, anything but the price). Do not mention check, bank, credit card, etc. Once you complete the top part of the application, say, "We bill you through your bank, do you have that card in your wallet?"

Look the driver in the eye, hold out your hand, and BE QUIET!

Once you have payment, say, "By the way, we like to do a first and last month draft so that your membership is never cancelled by mistake, is that okay?

Have the member sign the app. Give him his packet.

Shake his hand and tell him Thank You and to Drive Carefully

PRE-EXISTING TICKETS

If a driver has a ticket, he is only thinking about the ticket. Tell him we can help him... then sell the membership as above. When you get to the Pre-Existing page, tell him he will send the handling fee to TVC, all you need today is to get the membership started so we can get working on his ticket.

Take the stand that if he had had this membership, he would not be in pre-existing status, but the next time he gets a ticket, he will just need to call it in.

Remember, you are not an attorney. Tell him he needs to speak with one of our legal supervisors so that they can help him with his ticket. And remind him that it requires a membership for that to happen.

Free consultations for the 25% discount and pre-existing citations are all handled the same way. A membership is required to speak with a legal supervisor.

If they want a guarantee, tell them we are not in business because we aren't doing our job. If anyone can win, we can. They won't be disappointed.