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

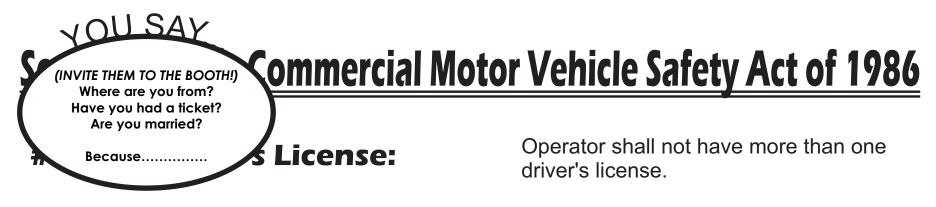


# Company That Does It Right!!

## 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:

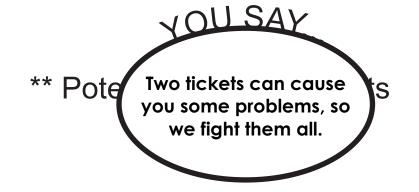
### #10 Serious Traffic Violations Involving Commercial Vehicle\*\*

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 a3-year period = 60-day suspension

(b) 3 serious violations within a3-year period = 120-day suspension







## **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.
 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

# WEHEPKEPYOUR PSP REPORT CLEAN AND ACCURATE

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!!

#### A TVC 4885 Pro-Driver membershi 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. We

3200 W. WILSHIRE BLVD. OKLAHOMA CITY, OK 73116 • 1-800-288-20

HOW DO YOU STACK UP AGAINST

On every ticket Our Provider Attorney works for you that results in a Challengeable Reduction We will automatically do a DataQ Challenge

VOU SA

when you provide us with the corresponding inspection report to keep your PSP Report Clean.





TVC PRO-DRIVER® INC.		\$200.00 GUARANTEED ARREST BOND CERTIFICATE <sup>†</sup> 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
Number         Expiration Date           Call for traffic violation representation at:		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 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:
1-800-288-2889		
Motor Club of America Enterprises Inc.	Marketed By: TVC Marketing Associates <sup>6</sup> , Inc. 3200 W. Wilshire Blvd. PO Box 20490 Oklahoma City, OK 73156-0490 (405) 843-2722	Member's Signature

## 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!

## You also have a \$5,000 We have a \$5,000 police bond if you were ever in a serious accident...

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

Your membership will provide DEFENSE for charges such as manslaughter, involuntary manslaughter, vehicular homicide, or negligent homicide, due to a serious traffic accident, through the court of original jurisdiction.

And pay 100% of your legal defense...

VOU SAY

Any fines or court costs are member's responsibility. NOT applicable when charged with any drug or alcohol-related 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.

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.

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.

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

**TVC P** 

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:  $S \Delta V$ 

### **NO JAIL TIME**

### **NO SUPERVISED PROBATION**

\$500 FINE

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 violation sued prior to and 10 days after effective for \$295\* per citation, provider Do you have a ticket now? (No).

Advise TVC of the ticket by phone

If yes, see training manual

Great! We'll skip this page.

- 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.



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 receive a 25% discount off of the 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.

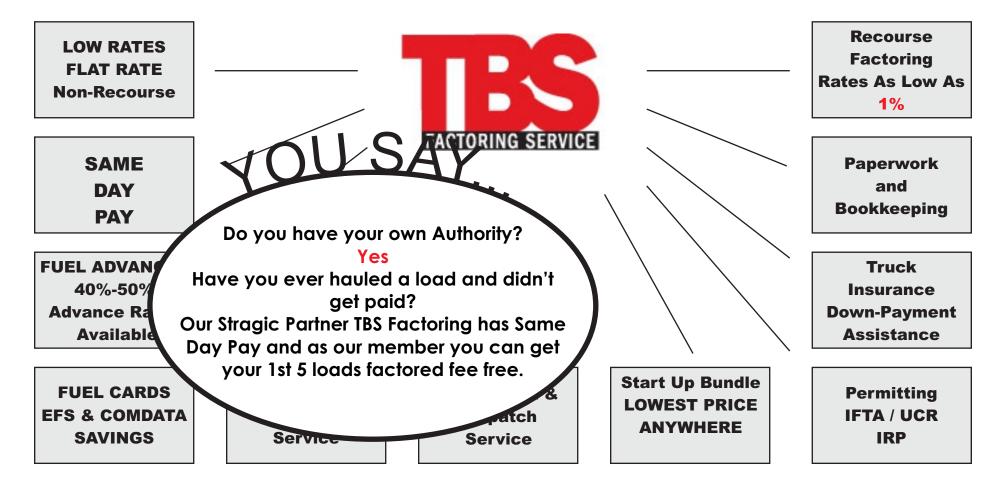
## HAVE YOU EVER HAULED A LOAD YOU DIDN'T GET PAID FOR? You Can Get Same Day Pay...

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





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

INSURANCE - Competitive Rates and Deferred Down-Rayme Program

**DOT COMPLIANCE -** TBS can help make sure yo

**PERMITTING -** Everything you need to Ru

**DISPATCH SERVICE -** Elite Dispatch fi

FACTORING - Same day CASH FOR Advances ... Do you want to be your own boss?

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

iance Audit.

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**

## YOU SAY

enger Vehicle

### Auto:

**Motor Club benefits** 24 Hour Road (dispatch or when you or your 24 Hour Tov spouse are in a private (Dispatch Or passenger vehicle

Legal Coverage f violations in their Priva

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:**

Simple Will

**Deelply Discounted Services:** 

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

Non-Me \$750.0 legal discounts for other \$280.0 \$750.00 \$500.00



OU SAN

plus a free will and set

matters.



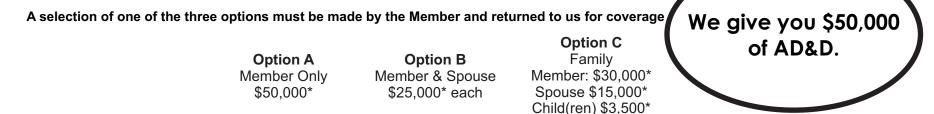
## Your Membership Includes A Certificate of Participation in up to \$50,000 Accidental Death & Dismemberment ALL Accident Coverage



ALL UNINTENTIONAL INJURIES, 2007 Source: National Safety Council estimates (rounded) based on data from the National Center for Health Statistics, state departments of health, and state traffic authorities, except for the work figures which are from the Bureau of Labor Statistics, Census of Fatal Occupational Injuries (CFOI).

### Up to 50,000 Accidental Death & Dismemberment Benefit Summary

Under the TVC Pro Driver comprehensive Accidental Death, Dismemberment and Loss of Use coverage through Zurich as a second ty, Schaumburg, IL, you have the choice of covering yourself only, you and your spouse, or you and your family. This could be event a covered Member suffers an accidental death, dismemberment or loss of use (i.e. Paralysis).



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



As an active 4885 TVC Pro-Driver member with a valid CDL you are automatically entered to win \$1,000. Each month, we'll randomly draw one lucky driver to win \$1,000 cash in honor of Driver Appreciation Day.

## **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 prohibited.



Macaroni

autv

CVS/pharmacy

Gift Card

r 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

Macys.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:

...and More!

Travelocity.com Expedia.com

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

difference.

Orbitz.com

Gift Cards at places where you spend money each month - 10% - 40% discounts

Country Country Hone They Ryan's Her

Lady Foot Locker



kids Foot Locker

**JCPenney** 











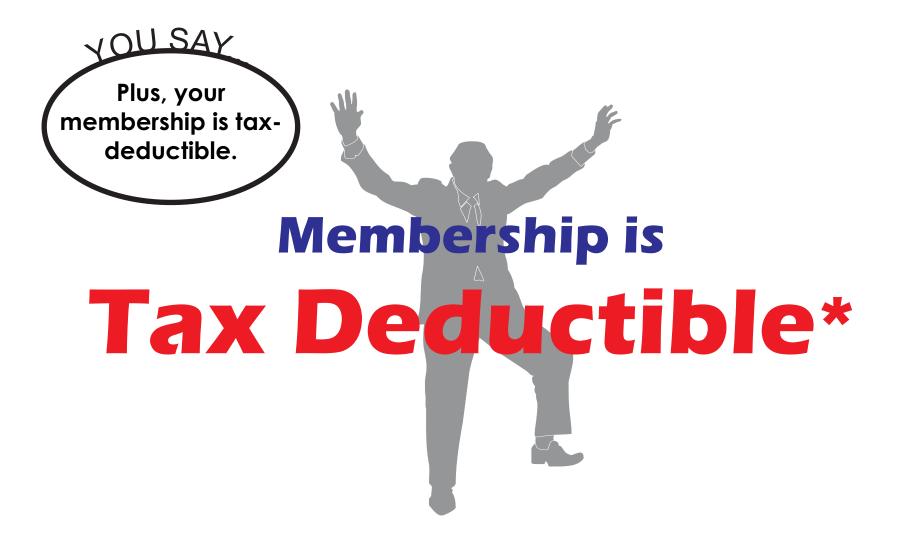


Hotels.com

**GENUINE SINCE 1937** 



S \$50 in rewards for each driver who signs up at <u>tvcreferral.com</u> using your Referral Code. Reward \$\$\$'s can be 1) Monthly Membership Payment 2) Toward Bonds 3) Toward Fines 4) Also... You can Redeem your Reward \$\$\$' You recieve **\$** applied to: 1) in **CASH** 



\*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.

#### FOR MORE INFORMATION: 1(800) 288-2889



## SUMMARY OF 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  $250\ {\rm for}\ a\ {\rm Provider}\ {\rm Attorney's}\ {\rm fees}\ {\rm upon}\ {\rm the}\ {\rm enforcement}\ {\rm of}\ a\ {\rm valid}\ {\rm warranty}.$ 

### 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  $250\ {\rm for}\ a\ {\rm Provider}\ {\rm Attorney's}\ {\rm fees}\ {\rm when}\ {\rm collection}\ {\rm is}\ {\rm made}\ {\rm for}\ {\rm damages}\ {\rm to}\ {\rm your}\ {\rm car}.$ 

#### 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.

#### 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.