

PRESIDENT OF NETWORK MARKETING & SALES

PATRICK HODGES

Congratulations to the many Associates who have worked hard to achieve the successes we are recognizing in this book. Success is earned. Those of you who are referenced in this book have worked hard to achieve your goals and your businesses have grown as a result.

You are the ones who went to the meetings when it was not convenient. You are the ones who made commitments and then kept them. You are the ones who took time to learn from your peers and leaders who have had success ahead of you. You are the ones who refuse to take a “no” as a sign of defeat but instead used it as an opportunity to improve your efforts. You are the ones who never ever quit. You are always reaching and striving for more. You have a dream and you are pursuing it.

To those of you who are not yet represented in this book, “What are you waiting for?” There is no better time to elevate your activity and engage at a higher level with this tremendous opportunity. Our products are in greater demand than ever before and the tools at your disposal are plentiful and professional. We are constantly investing in you and your potential. You are the future leaders of LegalShield and the future is very bright! We believe in you and look forward to recognizing you for your many accomplishments soon.

The best is yet to come!



Patrick Hodges began his career with Sears, Roebuck & Co. working his way from a part-time employee to the company’s National Training Manager for Consultative Sales. He is a three-time recipient of the Circle of Honor for top national sales and was responsible for the success of 360,000 associates and managers across North America. He also launched the first eLearning platform in the history of the company which is still used today.

Mr. Hodges also spent some time in private equity, buying and selling multiple businesses, before joining the Bose Corporation, where he served as National Accounts Manager. He negotiated multiple multi-million dollar contracts and drove dramatic sales increases and market share gains. He was a three-time National Account Manager of the Year and received eight special

recognition awards for contribution to the success of the Bose Corporation.

Mr. Hodges was recruited to the LegalShield Senior Executive Team in 2012 as Vice President of Training and Associate Development. His responsibilities included leading all training and development activity. In 2014, he was promoted to Senior Vice President of Network Sales and Marketing, serving as head of sales for the business to consumer division. He is now President of Network Marketing and Sales.