

WEST'S IDAHO CODE ANNOTATED

Frequently Asked Questions - Selling Information

1. Who are we competing against?

Lexis publishes the "official" annotated code set. The in-state invoice purchase price for the Lexis set is \$492.00. Estimated upkeep costs are \$134. The Advance Annotation Service is not included with the set and must be purchased separately (\$69.50 per the 2002 invoice). The Advance Legislative Service is not included with the set and must be purchased separately for \$48.00. Please refer to the Product Comparator for further information.

2. When can we begin pre-selling?

Pre-selling begins June 6, 2006. You may send your orders in during the pre-sell period. Order fulfillment will allow for the receipt of your orders, but the orders will not be sent completely through the system until the actual product shipment date. **You will, however, receive your commission when the order is sent through during the pre-sell period.**

3. How much is *West's Idaho Code Annotated*?

The full price for the set is \$525.00. This price, in the first year*, includes:

- ✓ 2006 and 2007 Annual Pocket Parts
- ✓ 2006 and 2007 Index Volumes
- ✓ One year legislative service pamphlets (2007)
- ✓ 2006 and 2007 interim annotated pamphlet service
- ✓ No update costs the first year
- ✓ *Refer to Product Updating & Billing Timeline for details

Update pricing during the second year (starts in 2008)*:

- ✓ Price: \$250.00
- ✓ Includes 2 Code updates annually (one interim annotated pamphlet(s) plus pocket parts)
- ✓ *Refer to Product Updating & Billing Timeline for details

Legislative Service Pamphlets also available:

- ✓ Statute set subscriber price: \$80
- ✓ Non-statute set subscriber price: \$92

4. How many volumes will the set contain?

- ✓ 28 hardbound volumes
- ✓ Plus two (2) comprehensive softbound index volumes
- ✓ Fully annotated annual cumulative supplements
- ✓ Fully annotated authoritative statutory text

At a Glance

Pre-selling begins: June 6, 2006

Ship date: June 30, 2006

Standard Set Price: \$525

Upkeep Costs: \$250 (starts in 2008)

Discounts:

- Standard rep discount \$420
- WestPack discounts:
 - 1-year contract \$420 set/\$200 upkeep
 - 2-year contract \$367.50 set/\$175 upkeep
 - 3-year contract \$262.50 set/\$125 upkeep
- 10% discount on multiple set purchases

Individual volumes \$63 (full set must be purchased first)

1st Year Free Service, includes*:

- Pocket parts
 - Index volumes
 - Legislative service pamphlets
 - Interim annotated pamphlet
- *Refer to Product Updating & Billing Timeline for details

5. Can we give discounts and are we offering special payment plans?

Yes, there are many pricing options you can offer to your customers.

- ✓ If you bundle this product under the WestPack 2004 Discount Program offer, you can offer the following:
 - 1-year contract (20% discount): set price \$420; upkeep price \$200
 - 2-year contract (30% discount): set price \$367.50; upkeep price \$175
 - 3-year contract (50% discount): set price \$262.50; upkeep price \$125
- ✓ You can offer your customers this product (set only) discounted with the standard rep discount of 20% (price would be \$420.00).
- ✓ For clients who choose to finance the Code, you can offer them *12-month interest free financing*:
 - On the full set purchase price (\$525)(approximately \$43.75 per month);
or
 - On the rep discount price (\$420)(approximately \$35 per month).
- ✓ On the WestPack 2004 promotion prices, bill under normal terms of net 30 days.
- ✓ If your clients buy multiple sets, you can offer them a 10% discount on the initial purchase price of the second set and each additional set.

6. Can we sell individual volumes?

Yes. However, individual volumes can only be sold to full set subscribers (at a cost of \$63 per volume).

7. Is there a cost for replacement volumes?

This price will be determined at a future time (we do not expect replacement charges for the first few years).

8. How long does the service plan run and what is the cost of updates?

Each set comes with a 12-month service plan, which includes the first year of annual pocket parts, the first year of legislative service pamphlets, and the first year of interim annotated pamphlets. Refer to Product Updating and Billing Timeline for additional details. After the 12-month period, it is estimated that the update cost, without discounts, will be set at \$250.

9. Will samples be available?

Yes, you should have received softbound samples of a partial volume. These are available, in limited quantities, for you to leave behind for customers.

10. Will we get actual volumes?

You will receive one full set of the Code.

11. What online products will include *West's Idaho Code Annotated*?

Any PROs that previously included the ID-ST (Lexis unannotated) and ID-ST-ANN (Lexis annotated) databases, including, but not limited to, the following:

- WestlawPRO® Idaho Essentials
- WestlawPRO® Idaho Essentials Plus
- WestlawPRO® Idaho with KeyCite All
- WestlawPRO® PLUS with KeyCite All - Idaho
- WestlawPRO® Idaho Gold Library

- WestlawPRO® Idaho Platinum
- WestlawPRO® All State Statutes
- WestlawPRO® All States Primary Law Library
- WestlawPRO® Idaho Litigator
- WestlawPRO® Idaho Litigator Plus
- WestlawPRO® Idaho All Cases and Statutes Litigator

12. Will Idaho Court Rules be included?

No. However, the unannotated court rules set, Idaho Court Rules and Procedure, State & Federal Pamphlets (unannotated) are available for sale separately.

13. Who can I contact with questions?

Rick Brown – Content information (651) 687-8406

Lisé Freking – Statutes New Product Development, Pricing, CPC information (651) 687-8987

Leann Blanchfield - Jurisdictional New Product Development, PROS (651) 687-1788

Terry Baxter – Rocky Mountain, SAM Marketing, 303-729-7007

West's Idaho Code Annotated – Frequently Asked Questions - Content Information

1. Is West's Idaho Code Annotated set structured the same way as the current Lexis set?

The West set utilizes the same official text and numbering system as the Lexis set.

2. What is the most important feature of the West Code set?

In comparison to the Lexis set, ours has significantly more case annotations (two times more). Additionally, our set has better indexing and cross-referencing, and includes references to the Key Number System.

3. How does the West set compare to the Lexis version?

West makes it easier for researchers to use the Code:

- Indexing** – Related references are gathered in a single location by in-house attorney-editors, providing an accurate and easy to use cross-reference pattern within each section.
- Notes of Decisions** – Integrated case notes as written and compiled by West attorney-editors, the Notes of Decisions feature provides headnotes summarizing points of law from court opinions which relate to the statute section where they are placed. These headnotes also contain key numbers and topics, allowing the user to find additional case law relevant to his/her research. An alphabetical listing of topical headings is found at the beginning of each Notes of Decisions development, providing the researcher with easy access to case notes on point.
- More References**
 - Cross-References** – This feature directs the researcher to related sections of the Idaho Code, constitution, and court rules.

- ii. **Administrative Code References** – This feature directs the researcher to the rules and regulations of the Idaho Administrative Code that are authorized by or interpretive of the Idaho Code.
- iii. **Library References**- This feature directs the researcher to relevant secondary law material, as well as references to AmJur, ALR, and the Key Number System.
- iv. **Additional References** – Additional superior features include Law Reviews & Journal Commentaries, and United States Code Annotated cross-references.

West's Idaho Code Annotated – Frequently Asked Questions- Marketing Information

1) Will there be a marketing piece going out to customers?

A Sampler mailer, consisting of a sample chapter wrapped with a 4-color marketing piece with a Business Reply Card, will be sent directly to customers in mid- to late June. There will be a sell sheet on the new collateral site soon after the release of the product, and a four-panel brochure is also being created.

2) Will the STARS be involved?

The STARS will work with the Idaho rep to energize the market and set appointments.

3) What publications will West's Code be advertised in?

Advertisements for the Code will be in the Idaho Trial Journal in the June, September, and December editions. The ad will run in the Idaho Bar publication in the July, September, and October issues.

- Idaho Trial Lawyer Journal ---Circulation 750
- The Advocate - Idaho Bar Association Publication---Circulation 5,000

4) Are there any public relations initiatives?

A Media Alert will be sent to contacts in Idaho.

5) Will there be launch events for this Code set?

The formal internal sales training/launch event will be in Denver on June 6, 2006. A VIP launch event for customers will take place on July 11, 2006, in Boise, ID. Invitations will be sent to large law firm librarians, government practitioners, solo, small and medium law firm practitioners, and executives of the ID State Bar and Trial Lawyer Associations. The event will announce the release of the Code while allowing attendees the opportunity to learn about the background of the Code, meet with the developers, and actually preview the Code (entire set).

In addition, the West booth at the Idaho State Bar Annual Convention will prominently display the entire set of the Code. Our booth at the Idaho Trial Lawyers will have "Coming Soon" posters announcing the set. The major focus at both conventions will be the new Code, with posters, the sell sheet, and 4-panel brochure of the Code. West is also donating registration bags to every attendee at these conventions with both the logo for the Bar and "West's Idaho Code Annotated". Either the Sampler or the sell sheet will be inside each bag.

- Idaho Trial Lawyers Convention – June 29 – July 1, Sun Valley Inn, Sun Valley, Idaho
- Idaho State Bar Convention – July 19 – 21, Sun Valley Resort, Sun Valley, Idaho