

Mike Humes

Pre-Paid Legal Status

Platinum 3 Executive Director,
Northeast Regional Vice President,
Millionaire Club Member, Half-a-
Million Dollar Ring Earner

Home

Maryland

Key to Success

Keep God first—faith,
family, finances.



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Never, Ever Quit

Failure forced Mike Humes to reevaluate his priorities.

{ BY NICOLE BYWATER }

As a mailman, Mike Humes was used to working in all kinds of weather. “I was out there six days a week, 10 to 12 hours a day, in the elements, and then I had to come back to the office and deal with the politics of corporate America,” Mike says of his former career.

He knew that this was not the job he was meant to be doing, but the final straw came when Mike bought his first home at the age of 21. One week later, a postal supervisor cut back his hours, saying vindictively, “Let me see him try and pay his mortgage now.”

“I was forced to look at other sources of income and began to work on myself through personal development,” Mike says. After several false starts in other jobs, when the Pre-Paid Legal opportunity presented itself, Mike was ready and knew he’d found his home.

Walking Taller

“Failure after failure forced me not to quit, but to look at myself—to evaluate who I am, whose I am, where I was going—and make decisions about where I wanted to go and who I wanted to be associated with,” he says. “I had to work hard to get away from those who had my problem and get closer to those who had my answer.” Mike saw his persistence pay off, and that’s why his motto is: “It’s impossible to stop a man or woman who will not quit.”

Working Pre-Paid Legal only part time, Mike earned \$5,000 in his first month. Nine months later he realized that by working his full-time job as a mailman, he was actually losing money. Mike was ready to make the leap and go full time with Pre-Paid Legal.

Ten years later, Mike uses just one word to describe his life: *surreal*. “My dreams have become a reality,” he says. To date, Mike’s Pre-Paid Legal team has created nine Millionaire Club members and 41 six-figure Ring Earners, success stories he says he’s blessed to be a part of. “It’s so good to see our team members grow and develop, and to be a witness to the internal change that people experience through this amazing opportunity,” he says.

Mike looks forward to helping even more people find success in what he calls “a recession-proof”

industry. “There’s always a need for our services,” he explains. “In tough economic times, people can’t afford the traditional means of paying for an attorney, but it’s during these tough times that it’s so important people make sure they’re protected with legal representation. But even when times are good, people still need access to an attorney. This is one of those rare businesses that works in good times and bad.”

In addition to the awesome earning potential Mike found with Pre-Paid Legal, he quickly realized that he needed the company’s services as well. “When I bought that first house, I know I signed a bunch of papers that I probably shouldn’t have without having a lawyer look over them first,” he says. “Now, I would never be without Pre-Paid Legal. You just walk differently when you have access to top-rated attorneys. It’s one thing to be able to say, ‘You’ll be hearing from my attorney,’ when you know you’ve being wronged, but to really be able to back it up is a great feeling.”

Creating Abundance

But even beyond the business and its opportunity, the best thing Mike gets out of Pre-Paid Legal is the freedom to take care of the people who matter most to him. At the top of that list is his 10-year-old daughter, Mikayla.

“My daughter doesn’t know what it’s like to not have Daddy at home with her,” Mike says proudly. “As a full-time single father, I’m happy to go on field trips, and I can truly book my schedule around hers.”

Philanthropy is also a huge part of Mike’s life. Thanks to his mother, he says, he was taught the value of “giving back” at a young age. As a result he, along with his friend, mentor and Pre-Paid Legal associate, Darnell Self, created a nonprofit known as “A Fertile Ground,” with the mission of feeding, clothing and educating entire villages in Haiti and the Dominican Republic.

“My mother taught us that true abundance comes from giving back,” Mike says. “Even when we didn’t have much growing up, my mom gave to others. It feels good that I’m in a position now where I can give so much to so many.” **SH**



{ MIKE HUMES }

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