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VIA ONLINE ELECTRONIC SUBMISSION

California Labor & Workforce
Development Agency
455 Golden Gate Avenue, 9th Floor
San Francisco, CA 94102
SUBMITTED ONLINE

Re: Notice Pursuant to California Labor Code § 2699.3 re Primerica, Inc.

Pursuant to the Private Attorneys General Act of 2004 (“PAGA”), Cal. Labor Code § 2698, *et seq.*, Mr. Kashawn Campbell provides this notice on behalf of himself and other aggrieved employees in the State of California to the Labor and Workforce Development Agency (“LWDA”) and Primerica, Inc. and including any and all affiliates, subsidiaries, parents, directors, officers, and employees, including but not limited to, Glenn J. Williams, Peter W. Schneider, Tracy Tan, Lisa A. Brown, Robert H. Peterman, Jr., Brett A. Rogers and Julie A. Seman (collectively, “Primerica”) of Labor Code and Industrial Welfare Commission (“IWC”) Wage Order violations committed by Primerica and personally experienced by Mr. Campbell. Please allow this letter to serve as a notice and a request pursuant to § 2699.3 of the California Labor Code that your agency investigate the claims described below. If the agency does not intend to investigate the alleged violations, we ask that you please notify us of that fact. If your agency decides not to investigate the below-described claims, Mr. Campbell intends to pursue civil penalties and injunctive relief through a court action and/or in arbitration, on behalf of himself and the other aggrieved employees against whom Labor Code and Wage Order violations were committed by Primerica.

Introduction

Primerica is headquartered in Duluth, Georgia. Primerica develops and sells insurance, investment and financial services. Pursuant to Primerica’s business model, it establishes explicit relationships with various individuals known as “Independent Representatives” who market and sell Primerica products for Primerica, establishing and managing a broad range of employment policies and procedures for these Independent Representatives. Despite designating these salespeople as independent contractors, these Independent Representatives are in fact employees under California law. Primerica has violated numerous provisions of the California Labor Code and applicable IWC Wage Order by denying its Independent Representatives the compensation, other benefits and statutory entitlements that they are owed.

One of the many individuals whom Primerica employs as an Independent Representative is Mr. Campbell. Mr. Campbell worked for Primerica as an Independent Representative from approximately June 2014 to June 2024, in California. During that entire time, Mr. Campbell was under Primerica's control, selling and marketing Primerica products online in accordance with strict guidelines.

Unless the agency decides to investigate and issue citations for Primerica's numerous Labor Code and Wage Order violations, Mr. Campbell intends to bring a representative action in court and/or in arbitration seeking civil penalties for violations of the Labor Code that are recoverable under PAGA on behalf of the State of California and all other aggrieved employees. The aggrieved employees on whose behalf Mr. Campbell will file a PAGA civil action include all current and former Primerica Independent Representative who sold Primerica products and services in the State of California during the relevant statutory period, and any other individuals who are similarly misclassified by Primerica under California law.

As set forth below, Primerica has violated and/or continues to violate, among other provisions of the California Labor Code sections 201, 202, 203, 204, 226(a), 226.7, 226.8, 510, 512(a), 1174(d), 1194, 1997, 1997.1, 2802, and IWC Wage Orders, including inter alia, Wage Order No. 4, and Mr. Campbell has personally experienced each of these violations.

1. Willful Misclassification of an Individual as an Independent Contractor

California law prohibits the willful misclassification of an individual as an independent contractor when they are in fact an employee under California law. Cal. Lab. Code § 226.8(a). "Willful misclassification" means avoiding employee status for an individual by voluntarily and knowingly misclassifying that individual as an independent contractor. Cal. Lab. Code § 226.8(i)(4). When an employer willfully misclassifies an individual as an independent contractor, the employer is subject to civil penalties. Cal. Lab. Code § 226.8(b)–(c). Primerica willfully misclassified Mr. Campbell and other aggrieved employees as independent contractors, because it has been clear for several years now under California law that its Independent Representatives are in fact employees under Cal. Lab. Code § 2775, insofar as such Independent Representatives are under Primerica's control in performing their selling duties, the selling duties that Independent Representatives do is within the usual course of Primerica's business, and they are not engaged in an independently established trade, occupation or business. Even under a looser definition of "employee," Independent Representatives would also be considered employees because Primerica controls the manner and means through which Mr. Campbell and other aggrieved employees carry out their duties, including but not limited to restricting advertising, restricting what channels products may be sold through, and providing proprietary lists and direct customer leads.

2. Failure to Pay Minimum Wages

Primerica violated California Labor Code sections 1194, 1197, and 1197.1 and Wage Order No. 4 by failing to pay Mr. Campbell and other aggrieved employees at least minimum wages for all hours worked. Primarily, this was due to Primerica having misclassified its Independent Representatives as independent contractors rather than as employees. Mr. Campbell and other aggrieved employees were required or knowingly permitted to perform all their work duties off-the-clock, including but not limited to training, communicating with Primerica, and selling and marketing Primerica products and services. By failing to pay Mr. Campbell and other aggrieved employees any wages for their time spent performing work duties for Primerica, Primerica violated Labor Code sections 1194, 1197, and 1197.1 and Wage Order No. 4, which require employers to pay at least the legal minimum wage to their employees.

3. Failure to Pay Overtime Wages

California Labor Code section 510 and Wage Order No. 4 require employers to pay no less than one and one-half times the regular rate of pay of the employee for hours worked in excess of eight (8) hours in one workday, for hours worked in excess of forty (40) hours in one workweek, and for the first eight (8) hours worked on the seventh day of work in any one workweek, and to pay no less than twice the regular rate of pay of the employee for hours worked in excess of twelve (12) hours in one workday and for any work in excess of eight (8) hours on any seventh day of a workweek. During the relevant time period, Mr. Campbell and other aggrieved employees worked over 8 hours in a day and/or 40 hours in a week without overtime compensation because Primerica failed to pay them for their work duties, as described above. This was, in turn, due to Primerica's unlawful misclassification of Independent Representatives as independent contractors rather than as employees. On occasions when Mr. Campbell and other aggrieved employees had already worked eight hours in one day (performing all their work off-the-clock), Primerica failed to pay them any overtime compensation due. Therefore, Mr. Campbell and the other aggrieved employees were entitled to receive overtime compensation from Primerica that Primerica failed to pay, violating Labor Code § 510 and Wage Order No. 4.

4. Failure to Provide Meal Periods and Rest Periods

California law requires employers to provide their employees with an opportunity to take an uninterrupted meal period of no less than thirty (30) minutes before the end of the fifth hour of work when an employee works more than five (5) hours in a day. Cal. Lab. Code §§ 226.7, 512(a); Wage Order No. 4. A second meal period of no less than thirty (30) minutes must be provided before the end of the tenth hour of work when an employee works more than ten (10) hours in a day. Cal. Lab. Code §§ 226.7, 512(a); Wage Order No. 4. Further, an employer must provide an uninterrupted rest period of no less than ten (10) minutes for every four (4) hours, or major fraction thereof, worked. Cal. Lab. Code § 226.7; Wage Order No. 4. When an employer fails to provide a meal or rest period, an hour of pay at the employee's regular rate of compensation is owed to the employee. Cal. Lab. Code § 226.7(c).

Primerica failed to provide Mr. Campbell or the other aggrieved employees with an opportunity to take timely, uninterrupted meal and rest periods of the requisite length, free from employer control. Primerica also failed to compensate Mr. Campbell and the other aggrieved employees properly for the non-compliant meal and rest periods including, inter alia, missed, short, late, and/or interrupted meal and rest periods. Primerica also failed to pay premium wages for the many meals and rest breaks that Mr. Campbell and the aggrieved employees were deprived of. Indeed, Primerica did not provide any meal or rest breaks or premium compensation for missed breaks to Mr. Campbell or other aggrieved employees, since Primerica improperly classified its Independent Representatives as independent contractors who were not entitled to meal or rest breaks.

5. Failure to Timely Pay Wages During Employment

California Labor Code section 204 requires that all wages earned by any person in any employment between the 1st and the 15th days, inclusive, of any calendar month, other than those wages due upon termination of an employee, are due and payable between the 16th and the 26th day of the month during which the labor was performed, and that all wages earned by any person in any employment between the 16th and the last day, inclusive, of any calendar month, other than those wages due upon termination of an employee, are due and payable between the 1st and the 10th day of the following month. California Labor Code section 204 also requires that all wages earned for labor more than the normal work period shall be paid no later than the payday for the

next regular payroll period. During the relevant period, Primerica failed to pay Mr. Campbell and other aggrieved employees all wages due to them, including minimum wages, overtime wages, and meal and rest period premium wages, within any time period specified by California Labor Code section 204. Moreover, Primerica failed to pay Mr. Campbell or other aggrieved employees earned commissions in a complete fashion.

6. Failure to Timely Pay Wages Upon Termination

California Labor Code sections 201 and 202 provide that if an employer discharges an employee, the wages earned and unpaid at the time of discharge are due and payable immediately, and if an employee quits their employment, their wages shall become due and payable not later than seventy-two (72) hours thereafter, unless the employee has given seventy-two (72) hours' notice of their intention to quit, in which case the employee is entitled to their wages at the time of quitting. During the relevant period, Primerica willfully misclassified Mr. Campbell and other aggrieved employees as independent contractors rather than employees, and willfully failed to pay them overtime, or meal or rest break premiums for missed breaks, during their employment with Primerica. When Independent Representatives such as Mr. Campbell and other aggrieved employees were terminated or quit, Primerica willfully failed to pay them all wages to which they were entitled. Moreover, Primerica failed to pay Mr. Campbell and other aggrieved employees all commissions owed to them prior to their termination. Primerica's willful failure to pay such commissions during employment carried on following termination of Mr. Campbell and other aggrieved employees' employment.

7. Failure to Keep Accurate Payroll Records

California Labor Code section 1174(d) requires an employer to keep at a central location in the state or at the establishments at which employees are employed, payroll records showing the hours worked daily by and the wages paid to, and the number of piece-rate units earned by and any applicable piece rate paid to, employees employed at the respective plants or establishments. These records shall be kept with rules established for this purpose by the commission, but in any case, shall be kept on file for not less than two years. During the relevant period, Primerica failed to keep accurate and complete payroll records showing the actual hours worked daily and the wages paid to Mr. Campbell and other aggrieved employees.

8. Failure to Furnish Accurate Itemized Wage Statements

Labor Code section 226(a) and Wage Order No. 4 require an employer semimonthly or at the time of each payment of wages to furnish wage statements to its employees setting forth, inter alia, (1) gross wages earned, (2) total hours worked by the employee, (3) the number of piece-rate units earned and any applicable piece rate if the employee is paid on a piece-rate basis, (4) all deductions, provided that all deductions made on written orders of the employee may be aggregated and shown as one item, (5) net wages earned, (6) the inclusive dates of the period for which the employee is paid, (7) the name of the employee and only the last four digits of their social security number or an employee identification number other than a social security number, and (8) the name and address of the legal entity that is the employer. Primerica failed to provide any wage statements to Mr. Campbell and other aggrieved employees, despite being required to do so. Accordingly, Primerica is subject to civil penalties under Labor Code section 226.3.

9. Failure to Reimburse Necessary Business Expenses

Labor Code section 2802 and Wage Order No. 4 require employers to indemnify their employees for all necessary business expenses that they incur in direct consequence of the

discharge of their job duties or in direct consequence of their obedience to the directions of the employer. During the relevant period, Mr. Campbell and other aggrieved employees incurred necessary business-related expenses and costs that were not fully reimbursed by Primerica. These costs include, but are not limited to, the use of personal cell phones and computers, Wi-Fi and internet connections, premium memberships for access to sites like Zoom that Independent Representatives were required to use to market and sell Primerica services and products, home office equipment, ring lights other equipment for making content videos, among other expenses. Indeed, Mr. Campbell and the other aggrieved employees absorbed all the costs associated with marketing and selling Primerica's products and services including tickets to events at their own expense and without reimbursement by Primerica. Mr. Campbell and the aggrieved employees are entitled to reimbursement for all such expenses.

* * *

Primerica has violated, caused to be violated, or is currently violating, numerous provisions of the California Labor Code, as described above. Mr. Campbell respectfully requests that the agency investigate the above allegations, and, in any event, provide notice regarding its intent to investigate pursuant to Labor Code § 2699.3. If the agency does not intend to investigate the alleged violations, Mr. Campbell respectfully requests a letter confirming the same so that we may bring a civil action seeking civil penalties and injunctive relief under PAGA against Primerica for the violations described in this letter. Please know that we intend to file a civil complaint and to bring the appropriate claims under Labor Code § 2699 should your office decline to investigate, or investigate but decline to issue citations, within the time frames set out in Labor Code § 2699.3. Should you require anything further or have questions, please do not hesitate to contact me. Thank you for your consideration.

Respectfully Submitted,
CLARKSON LAW FIRM, P.C.

A handwritten signature in blue ink, appearing to read "Glenn A. Danas", is positioned above the printed name.

Glenn A. Danas, Esq.

Via certified mail:

Primerica Financial Services Insurance Marketing, Inc.
c/o CT Corporation
330 N. Brand Blvd.
Glendale, CA 92103