

frontier[®]

Welcome to the New Frontier

Connecting you to the world!



Announcing the New
Take the Lead Award
Structure

Good News! **Take the Lead** now includes a simplified rate structure. The new structure is effective Tuesday July 1, 2008.

Managers and supervisors, please post this material for all employees.

Have **YOU** Taken the Lead?

2008 Take the Lead Award Structure

| Product | Award Amount |
|---|--------------|
| <i>Commercial Services</i> | |
| <i>(Customer did not previously subscribe to any of these products)</i> | |
| Access Line | \$50.00 |
| Frontier Business Unlimited | \$50.00 |
| Frontier Small Business Advantage | \$50.00 |
| Business High Speed Internet (any product) | \$50.00 |
| Video | \$50.00 |
| Peace of Mind (POM)- Bundle Package MRC | \$20.00 |
| City Wide Wireless Subscription | \$20.00 |
| Web Hosting | \$20.00 |
| Jacks | \$5.00 |

| CPE-Salesnotcurrentlylistedasanassigned"opportunity"(seebelow) | |
|--|-------|
| Monthlyrecurringcharge<\$500 (1or2yearcontract) | \$25 |
| Monthlyrecurringcharge\$500-\$1500 (1yearcontract) | \$125 |
| Monthlyrecurringcharge\$500-\$1500 (2yearcontract) | \$250 |
| Monthlyrecurringcharge>\$1500 (1yearcontract) | \$250 |
| Monthlyrecurringcharge>\$1500 (2yearcontract) | \$500 |
| One-Timecharge\$500-\$1500 | \$25 |
| One-Timecharge>\$1500 | \$50 |

| AllTTLCPeawardscappedat\$500perSaleand/orperAccount | |
|---|---------|
| *Note:CPEsaleseligibleforTTLcannotbeactive "opportunities" assignedtoanAccountExecutiveinSalesforce.com | |
| OtherBusinessProducts*(excludingCPE) | |
| Monthlyrecurringcharge\$500-\$1500 (<2yearcontract) | \$250 |
| Monthlyrecurringcharge\$500-\$1500 (>2yearcontract) | \$500 |
| Monthlyrecurringcharge>\$1500 (<2yearcontract) | \$500 |
| Monthlyrecurringcharge>\$1500 (>2yearcontract) | \$1,000 |
| New:IftheTTLisanassignedbusinessaccount,theneaboveawards | |

| 2008 Take the Lead Award Structure | |
|---|---------------------|
| Product | Award Amount |
| Residential Services | |
| <i>(Customer did not previously subscribe to any of these products)</i> | |
| Access Line | \$25.00 |
| 2 nd Access Line- Promo | \$10.00 |
| Digital Phone (National, State, & Essentials) | \$25.00 |
| High Speed Internet (any product) | \$25.00 |
| High Speed upgrades | \$10.00 |
| Video | \$25.00 |
| Dial-up Internet | \$10.00 |
| Peace of Mind (POM)- Bundle Package MRC | \$10.00 |
| City Wide Wireless subscription | \$10.00 |
| Inside Wire | \$5.00 |
| Jacks (non-recurring charge) | \$5.00 |
| Voice Over IP (VOIP) | \$25.00 |
| Modem upgrades | \$5.00 |
| Triple Play Package | \$75.00 |
| Double Play Package | \$50.00 |

***There is a \$1000.00 cap on all leads excluding
CPE leads capped at \$500.00.***