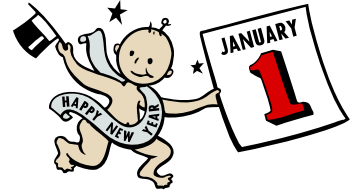


stick together



# T-Mobile January 2010

**\$30 VOC Spiff when scores  $\geq 90\%$  and minimum # of surveys met**  
**Feature Comp. has changed effective Nov 1<sup>st</sup>**  
**NEW SOC Codes, Unbundled REQ Features effective December 9<sup>th</sup>**



**IMEI rebate & REQ features replace MIRs** for: BlackBerry: Curve 8320, 8900, 8820, 8520, 9700  
Motorola: Cliq Samsung: Behold 2 Sidekick: Slide, Sidekick LX, LX 2009 (3G), LX LE Tony Hawk, 2008  
T-Mobile: myTouch 3G, G1, Touch Pro2, Dash, Dash 3G, Wing (Pearl, and Shadow excluded)  
**REQ Feature may be added during the calendar month of activation/upgrade to qualify for handset rebate.**

January 2010 Spiff Offers	
\$30 VOC Spiff <sup>A</sup> Scores $\geq 90\%$ (Sept. Oct. and November)	<b>\$30</b> VOC Spiff 15 minimum required to qualify*
All-In-One Handset Instant rebate <sup>B</sup> Effective June 3 <sup>rd</sup> 2009	DATA-Lock features replace MIRs on contract acts/ upgrades See separate doc for complete details & FAQs
Phone First Web [PFWEBC] MRC \$10.00 Shadow Web [SHWEBC] MRC \$10.00	<b>\$5 WEB2GO Spiff</b> Prime Contract Only

\* Product Types for Spiff Attainment are all contract activations on any of the following: All Postpaid Acts, FlexPay Contracts, and Upgrade/Renewals  
<sup>A</sup> VOC score will not be rounded. 89.9% will be paid out at the 89% level. Scores  $\geq 90\%$  earn \$30 when min # surveys met.  
<sup>B</sup> The IMEI of the handset and the REQ SOC must be included. Customer must have the same MSISDN or SIM to qualify.  
**SIMs & Handsets NOT purchased through Choice Products (arbitrage) are not eligible for commissions.**

## Business Rules for Upgrades/Renewals Postpay & FlexPay (M credit class) on 2yr contracts!!!

### Eligibility rules for Pay-out

- √ Match record that IMEIs have been used on the T-Mobile network within renewal month + 7 days. If the handset is not used within the renewal month + 7 days, Dealer will not be eligible to receive payout.
  - √ Be included in renewal record and match what was entered into iCAM. If they do not match, the Upgrade/Renewal will not be paid.
- Please select the contract term prior to selecting "Extend Contract Only" & DON'T FORGET to choose 24 mo. in iCAM  
1 YR. Customer must have 11 or more months completed since their last discounted handset purchase AND 11 or more months completed on a qualified rate plan.  
2 YR Customer must have 22 or more months completed since their last discounted handset purchase AND 22 or more months completed on a qualified rate plan. The rate plan selected in iCAM is the one that will determine commissionability. Please note: A customer eligible to renew a handset in iCAM, DOES NOT mean eligible for pay-out for the Dealer Please check contract expiration date in iCAM to ensure pay-out eligibility.

## T-Mobile Prepaid

**Free \$25 prepaid refill Nov 18, 2009 – Jan 12, 2010 bonus through a Mail-in Rebate form**

T-Mobile pre-pay activation kits and phones must be activated on PrePay ONLY. No commissions on prepay.  
T-Mobile monitors Zero refill usage, over a ninety (90) day period. Please Note: 70% of you prepay activations MUST be refilled.  
Commissions are not paid on SIMs or IMEIs from pre-paid kits that are activated as post pay.

**30 Days FREE WEB2GO PROMO ongoing till March 24<sup>th</sup>**  
**Add-on \$10 Unlimited Web Feature for phone first devices**

**TRADE IN:** Go to [www.recyclerebates.com/t-mobile](http://www.recyclerebates.com/t-mobile)  
**TRADE UP PROGRAMS extended till Jan 19<sup>th</sup> 2010**

Trade-Up to RIM: <https://www.recyclerebates.com/tm-rim> and use the promocode "FlipToBlackberry"  
Trade-Up to HTC: <https://www.recyclerebates.com/htc> and use the promo code "UptoHTC"