



DATA-LOCK
All-In-One
Devices ---
REQ SOCs
replace MIRs

T-Mobile July 2009 SPIFF- revised



NEW COMMISSIONS FOR JULY 1st – see separate email for details

\$45 2-year New York Metro Spiff

\$30 VOC Spiff when scores $\geq 90\%$ and minimum # of surveys met

Feature Compensation

DATA-Lock REQ SOCs effec. June 3rd

All-in One Handsets' IMEI spiff & REQ features replace MIRs for Blackberry, Sidekick, G1, and Windows Mobile (Pearl, Pearl Flip and Shadow excluded)

\$25 FlexPay Spiff for 2 year contracts

July Spiff Offers	1 YR	2 YR 15 Minimum to qualify*
NEW July 1st Plan \$39.99 1000 min	NA	\$10 SOC CODES NW10002YN & NW10002YH
Post Pay Spiff \$39.95 & Up and \$69.99 FamilyTime & up First 2 lines	NA	\$45
\$30 VOC Spiff^A Scores $\geq 90\%$ (March, April, May)	\$30	
All-In-One Handset Spiff Effective June 3rd	DATA-Lock features replace MIRs See separate doc for complete details & FAQs	
Feature Comp	See separate doc for details & business rules	
Flex Pay 2yr Contract Spiff (FlexPay comp changed July 1st – see separate email for details)	\$25	

Product Types for Spiff Attainment are 1&2 yr contracts on any of the following:

including Upgrade/Renewals, T-Mobile @Home, Postpaid, FamilyTime, FamilyTime add-lines, FlexPay contracts & Postpaid No annual Contract
Please note Prime Credit Class FlexPay annual 1&2 yr contract customers are eligible for post pay spiff offers

^(A) 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.

* Please note that T-Mobile separates Billing Market Definitions based on phone number (NPA-NXX):

- Northern New Jersey and New York Metro combined for spiff attainment purposes
- Philadelphia, PA, Upstate NY and South New Jersey combined for spiff attainment purposes
- Tampa, Jacksonville, and Orlando (Central and North Florida) combined for spiff attainment purposes
- MIF - Miami (South Florida)
- Boston and East Rhode Island combined for spiff attainment purposes
- Atlanta (Georgia)

Rules for myFaves: myFaves activations are only eligible for payout/spiff when customers use their T-Mobile 'myFaves' handset within 7 days of the T-Mobile 'myFaves' rate plan activation with a myFaves capable handset.

SIMs & Handsets NOT purchased through Choice Products (arbitrage) are not eligible for commissions..

Business Rules for Upgrades/Renewals

Eligibility rules for Pay-out The IMEI of the handset must MATCH what was entered into ICAM and match what is found on the network within 7 days of the upgrade/renewal. If the handset is not used within 7 days, the upgrade/renewal WILL NOT receive payout.

Handset Upgrade/Renewals must be processed through ICAM and IMEI must be included in the record to be eligible for renewal payout. 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. Make sure rate plan changes are back-dated to date of renewal. 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. Changes to a higher access rate plan will NOT generate a pay-out.

T-Mobile Prepaid

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.

STANDARD CHARGEBACK RULES APPLY – including plan migrations/rate plans changed within c/b period