

Market: NY/NJ Metro

December 2009

\$45 2-year New York Metro Spiff

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

FlexPayAC 2yr \$25 Contract Spiff Ended 11/30/2009

NEW SOC codes for DATA-Lock REQ features on EvenMore Plans Oct 25th

Feature Comp. has changed effective Nov 1st

IMEI rebate¹ & 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. See separate doc for complete details & FAQs

DECEMBER	1 YR	2 YR 15 Minimum to qualify*
Post Pay Spiff paid on \$39.95 & Up and \$69.99 FamilyTime & up First 2 lines	NA	\$45
\$30 VOC Spiff ^A Scores>90% (August & Sept. & Oct)	\$30	
Phone First Web [PFWEBC] MRC \$10.00 Shadow Web [SHWEBC] MRC \$10.00	\$5 WEB2GO Spiff Prime Contract Only	

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

All Postpaid Acts, FlexPay Contracts, and Upgrade/Renewals

1 or 2-year FlexPay contracts are included in attainment, but only prime credit classes are included in payout.

^AVOC score will not be rounded. 89.9% will be paid out at the 89% level. Scores $\geq 90\%$ earn \$30 when min # surveys met.

¹The 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 24th **Add-on \$10 Unlimited Web Feature for phone first devices**

TRADE IN / TRADE UP PROGRAMS extended till Jan. 19th