



February 2006 Postpaid Commissions Structure

Activation Tier	Activation Level*	Plan Code	Rate Plans	Base Payout	Feb 06 Volume Spiff	Churn Spiff Under 3% **	Total Payout for 1-year	2-year spiff***	Total Payout for 2-year
TIER 1 "Bronze"	(1 to 19 activations)	ADD-ON	\$0-\$39.98	\$50.00	\$10.00	\$10.00	\$70.00	\$75.00	\$145.00
		PLAN A	\$39.99-\$45.00	\$130.00	\$10.00	\$10.00	\$150.00	\$100.00	\$250.00
		PLAN B	\$45.01-\$55.00	\$180.00	\$10.00	\$10.00	\$200.00	\$100.00	\$300.00
		PLAN C	\$55.01-\$75.00	\$270.00	\$10.00	\$10.00	\$290.00	\$100.00	\$390.00
		PLAN D	\$75.01+	\$350.00	\$10.00	\$10.00	\$370.00	\$100.00	\$470.00
TIER 2 "Silver"	(20 to 49 activations)	ADD-ON	\$0-\$39.98	\$50.00	\$20.00	\$10.00	\$80.00	\$75.00	\$155.00
		PLAN A	\$39.99-\$45.00	\$130.00	\$20.00	\$10.00	\$160.00	\$100.00	\$260.00
		PLAN B	\$45.01-\$55.00	\$180.00	\$20.00	\$10.00	\$210.00	\$100.00	\$310.00
		PLAN C	\$55.01-\$75.00	\$270.00	\$20.00	\$10.00	\$300.00	\$100.00	\$400.00
		PLAN D	\$75.01+	\$350.00	\$20.00	\$10.00	\$380.00	\$100.00	\$480.00
TIER 3 "Gold"	(50 & up Activations)	ADD-ON	\$0-\$39.98	\$50.00	\$30.00	\$10.00	\$90.00	\$75.00	\$165.00
		PLAN A	\$39.99-\$45.00	\$130.00	\$30.00	\$10.00	\$170.00	\$100.00	\$270.00
		PLAN B	\$45.01-\$55.00	\$180.00	\$30.00	\$10.00	\$220.00	\$100.00	\$320.00
		PLAN C	\$55.01-\$75.00	\$270.00	\$30.00	\$10.00	\$310.00	\$100.00	\$410.00
		PLAN D	\$75.01+	\$350.00	\$30.00	\$10.00	\$390.00	\$100.00	\$490.00

FamilyTalk Commissions Structure - February 2006

As of June 1st, 2005 FamilyTalk is a 2-line plan for one monthly access fee.
 As of September 1st, 2005 monthly access for 3rd, 4th and 5th "add-a-line" is \$9.99 each!
 Please note that \$49.99FT plan is available only for existing customer; thus main line is paid as an upgrade!
 Please refer to this easy to follow FamilyTalk Commissions structure to determine your payout.

FAMILY B	\$59.99FT	\$50+\$9.99 - Combination of Plan B and ADD-ON line
FAMILY C	\$69.99FT	\$60+\$9.99 - Combination of Plan C and ADD-ON line
FAMILY D	\$89.99FT+	\$80+\$9.99 - Combination of Plan D and ADD-ON line
ADD-ON	\$9.99	Additional FamilyTalk add-on lines will pay out as \$9.99 add-ons.

* Just a reminder that spiffs are paid out based on tiers achieved (see above payout structure).

** In order to receive \$10 Churn Spiff, dealer's churn rate has to be under 3%.

*** In order to receive spiff on a 2-year contract, Cingular requires a submission of a complete, accurate and signed contract in a timely matter (no cross outs/whiteouts/etc are allowed - contract clearly should be marked 1 or 2-year). As an example January 2006 contracts MUST be submitted to ERC not later than February 15, 2006. Cingular will not pay or will chargeback (downgrade) spiff on 2-year contract if these requirements are not followed.

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 Do not forget that there is a **\$10 charge when activating by phone.**

All Commissions and Spiffs payouts are subject to 181 active days chargeback period.
 Feature Commissions are 4x the monthly fee to customer with maximum payout of \$100.
 Please see Feature Commission Sheet for details.



February 2006 Upgrade Commissions Structure

Activation Tier	Plan Code	Rate Plans	Total Payout for 1-year	2-year spiff	Total Payout for 2-year
TIER 1-3	UPG ADD-ON	\$0 - \$35.00	\$0.00	\$100.00	\$100.00
	UPG \$39.99	\$35.00 - \$39.99	\$40.00	\$100.00	\$140.00
	UPG \$40.00-45.00	\$40.00 - \$45.00	\$40.00	\$75.00	\$115.00
	UPG \$45.01-\$55.00	\$45.01 - \$55.00	\$65.00	\$75.00	\$140.00
	UPG \$55.01-\$75.00	\$55.01 - \$75.00	\$115.00	\$75.00	\$190.00
	UPG \$75.01+	\$75.01+	\$165.00	\$75.00	\$240.00

Please note that in order for you to get paid on renewals, Cingular requires a submission of a complete, accurate and signed contract in a timely matter (no cross outs/whiteouts/etc are allowed - contract clearly should be marked 1 or 2 year). As an example January 2006 contracts MUST be submitted to ERC not later than February 15, 2006. Cingular will not pay or will chargeback an upgrade commissions if these requirements are not followed. Please read enclosed "upgrade eligibility process"



February 2006 Commissions Structure for Shared Business Solutions Plans (SBSP)

Plan Code	Rate Plans	Base Payout	Feb 06 Volume Spiff	Churn Spiff Under 3% **	2-year spiff***	Total Payout for 2-year
TIER 1		(1 to 14 activations)				
ADD-ON	\$10.00	\$50.00	\$10.00	\$10.00	\$75.00	\$145.00
MAIN	\$275+	\$350.00	\$10.00	\$10.00	\$100.00	\$470.00
TIER 2		(15 to 24 activations)				
ADD-ON	\$10.00	\$50.00	\$20.00	\$10.00	\$75.00	\$155.00
MAIN	\$275+	\$350.00	\$20.00	\$10.00	\$100.00	\$480.00
TIER 3		(25 & up Activations)				
ADD-ON	\$10.00	\$50.00	\$30.00	\$10.00	\$75.00	\$165.00
MAIN	\$275+	\$350.00	\$30.00	\$10.00	\$100.00	\$490.00

*Just a reminder that spiffs are paid out based on tiers achieved (see above payout structure).

** In order to receive \$10 Churn Spiff, dealer's churn rate has to be under 3%.

*** In order to receive spiff on a 2-year contract, Cingular requires a submission of a complete, accurate and signed contract in a timely matter (no cross outs/whiteouts/etc are allowed - contract clearly should be marked 1 or 2-year). As an example January 2006 contracts MUST be submitted to ERC not later than February 15, 2006. Cingular will not pay or will chargeback (downgrade) spiff on 2-year contract if these requirements are not followed.

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