

## NEW DSL PRODUCT ANNOUNCEMENT

Telegroup's exciting new SDSL Product--144K-192K high-speed Internet access is now offered in two plans with Commissions plus Bonus.

<b>Plan A</b> SDSL 144k/192k	<b>Standard Price</b>	<b>Standard Commission</b>	<b>Premium Price</b>	<b>Bonus Commission</b>
<b>Monthly Rate</b>	\$115	10%	-	-
<b>Install Fee</b>	\$250	10% at \$250	Above \$250	100% of the portion above \$250
<b>Equipment Fee</b>	\$400	10% at \$400	Above \$400	100% of the portion above \$400

<b>Plan B</b> SDSL 144k/192k	<b>Standard Price</b>	<b>Standard Commission</b>	<b>Premium Price</b>	<b>Bonus Commission</b>
<b>Monthly Fee</b>	\$139	10%	-	-
<b>Install Fee</b>	\$0-250	10%	Above \$250	100% of the portion above \$250
<b>Equipment Fee</b>	Free	0	-	-

Bonus: (Limited time, 1/1/2000 through 6/30/2000)

Installation and equipment sold above the standard price will bonus at 100% of premium pricing. In other words whenever an agent negotiates the Install Fee or the Equipment Fee above the Standard Price level, then 100% of that extra fee (above the base level) will be turned back to the agent, dollar for dollar.

Commission Example: Agent sells installation for \$500 & CPE (Equipment Fee) for \$500. Agent will receive the following in commissions.

- 10% of \$250 = \$25 standard commission
- 100% of (\$500-\$250=\$250) = \$250 bonus commission
- 10% of \$400 = \$40 standard commission
- 100% of (\$500-\$400=\$100) = \$100 bonus commission

Total Sale Commission = \$415, plus

Monthly Commission = 10% of the monthly fee

We will be announcing the full complement of DSL speed availability and pricing in the near future. All SDSL speeds are currently available. These include 384K, 768K, 1.1M, and 1.5M. We want to assist you in every way in closing your DSL sales. If your customer has a competing offer that betters our rates, please give DSL Support a call. We want you to make that sale! DSL Support can be reached at 1-877-375-3388 or e-mail us at [dsinfo@telegroup.com](mailto:dsinfo@telegroup.com).