

# HEAT UP

## YOUR SALES THIS WINTER

**CLOSE DEALS:**  
**DECEMBER 22, 2013 – MARCH 21, 2014**  
**EARN UP TO 3X MRR UPFRONT INCENTIVE**

LINE OF BUSINESS	ELIGIBLE SERVICES	
<b>Double Play</b>	Any Line of Business configuration (Phone/LD + Data) COAX	COAX No term agreement required Payout 2X MRR
<b>Triple Play</b>	Any Line of Business configuration (Phone/LD + Data + Video) COAX	
<b>Data Only</b>	80/5Mbps and 100/7Mbps COAX	
<b>Phone Only</b>	2 line minimum (Complete or Advanced package and LD package required) COAX	
<b>Fiber</b>	FIBER • Fiber Internet • Fiber Data Networking • Optical Ethernet • PRI • SIP Trunking	FIBER Term agreement required 24 & 36mo term Payout: 2X MRR 48 or 60mo term Payout: 3X MRR

Terms and Conditions: © 2013 Charter Business Partner Incentive applies to new contracts only. Renewals, upgrades, downgrades or moves of existing locations are not eligible for upfront incentive payment. COAX may not require a term agreement and equals 2X monthly recurring revenue (MRR) upfront incentive. Phone Only requirements: 1st line must contain Complete or Advanced Package and 1,000+ Minute or Unlimited Long Distance. 2nd line must contain Complete, Advanced or Basic Package and 1,000+ Minute or Unlimited Long Distance. Fiber deals require a minimum 24 month term contract or longer: 24 and 36 month term equals 2X MRR upfront incentive, 48 and 60 month term equals 3X MRR upfront incentive. Limited-Time upfront incentive. Eligibility Period: December 22, 2013 - March 21, 2014 and is subject to change at any time and at Charter Business sole discretion. Channel Partner must be in a signed agreement with Charter Business and therefore be an Authorized Channel Partner in good standing with the Charter Business Partner Program. Payment is made to Authorized Channel Partner upon services installed for non-construction opportunities, or Charter Business financial approval for construction opportunities, within normal commission payment cycles. Maximum bonus payment per customer is \$10,000. Cannot be combined with any other incentive. Special pricing or Individual Case Basis (ICB) requests may disqualify opportunities from payment. Charter Business reserves the right to recover payments on contracts that do not install services within six months of contract date or terminate services within six months of installation - Restrictions apply. Contact your Channel Manager for further details