

KNOW YOUR COMPENSATION THE HOW, WHY, & WHAT




*not official rate sheet

HOW You, a Total Wireless Exclusive Retailer, are Paid

*Payouts apply to ALL TracFone brands

Activations

- Payouts are based on plan value
 - Month 1 = **50%** of plan value
 - Month 2 = **75%** of plan value
 - Month 3 = **75%** of plan value
- Month 2 & 3 payout requires plan re-up without service interruption



Receive up
to 200% of a
plan's value

Residuals (a monthly spiff paid to you when customers you activate re-up their monthly plan)

- Payouts begin in month two
- Payouts continue as long as customer remains active
- Payout is a flat 3% of plan value

Airtime Margin

- Dealers receive an 8.5% margin payment on any airtime payments they collect
 - Tracfone brand airtime margin payment is either 8% or 12% depending on plan

Dealer Spiffs

- Various activation and performance spiffs offered to further enhance your compensation

WHY Does TracFone Compensate This Way

- **First off**, you said pay us more and we listened. Our new compensation structure allows us to put more money in your pockets by leveraging the revenue that comes with multiple months of service vs paying you a lesser amount just once at the time of activation
 - **Did you know that average competitor plan payout is only 88% of plan value vs up to 200% with TracFone??!!!**
- **Second**, we believe doing so helps build lifetime customers that will lead to ongoing residual and airtime margin payments as well as referrals opportunities for you based on your delivery of a "Total Customer Experience"
 - **Think of it as betting on yourself to put more money in your pockets now and in the future!!**
- **Finally**, doing so ensures our business grows in a healthy way. Allowing us to continue to provide you and our customers with the best plans, at the best prices, all while supporting you, our valued partners, with compensation that is robust and competitive within the wireless industry



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WHAT Your Pay Might Look Like – An Example

Scenario: A new customer activates two lines on Simple Mobile unlimited plans for \$75 as part of the MLD promotion.

Plan Price	Month 1	Month 2	Month 3
Line 1 (\$50)	\$25	\$37.50	\$37.50
Line 2 (\$25)	\$25	\$37.50	\$37.50
Monthly Payout Total	\$50.00	\$75.00	\$75.00
<i>Total 3 month payout of \$200.00!!</i>			

Don't forget to continue to capitalize on both customer savings & increased compensation as part of the Simple Mobile Multi-line Discount & Dealer Spiff!

Leverage these June spiffs to help you make even more money

**Total
Wireless
Port-in Spiff**
*Total Wireless
6/30/19*

**MLD
Dealer
Bonus**
*Simple Mobile
6/30/19*

**\$20
Auto Reup
Bonus**
*Simple Mobile
6/30/19*

**9% Auto
Reup Airtime
Margin**
*Simple Mobile
6/30/19*

