



Lead with CenturyLink Incentive

Incentive Period: July 1 – Dec. 31, 2019

**Up to
2X
MRC!**

It's Simple: Sell CenturyLink services to customers located in specific target markets and earn up to 2X MRC!

Digital Business = Faster Innovation, which leads to a better customer experience. Be the trusted advisor for your customers by selling CenturyLink business solutions that meet your customers needs.*

FOCUS

Fast, Reliable & Secure Solutions

Sell any eligible commissionable CenturyLink service as outlined in your partner agreement, including but not limited to:

- Fiber+
- SD WAN (Meraki or Versa)
- Security Solutions
- Hosted VoIP, IQ SIP Trunk, Voice Complete
- CenturyLink Business Bundle
- Pure Business Internet

SELL

Any CenturyLink Solution!

- Sell any eligible commissionable CenturyLink service valued at \$150 MRC or more
- New purchase with minimum contract term of two years
- Non-channel integrated (NCI) sales only

EARN

1X or 2X MRC!

- Earn a one-time payout equal to 2X MRC, up to \$5,000, per billing customer when the opportunity is directly closed by the partner, earn 1X MRC up to \$5,000 when the opportunity is closed by the CenturyLink Partner Success Center or other CenturyLink resources.

* See page 2 for full terms and conditions and target markets. Information on all Partner incentives is available on the CenturyLink Channel Partner Portal. Contact your CenturyLink account team for full details.



Lead with CenturyLink Incentive

Incentive Period: July 1 – Dec. 31, 2019

TERMS & CONDITIONS

- This Lead with CenturyLink incentive (the "Incentive Program") applies to Channel Partners who have active partner agreements with CenturyLink or its affiliates ("Eligible Participants") subject to the following terms and conditions. Current commissionable products are defined in the applicable partner agreement.
- The Incentive Program applies only to qualified sales marked "Closed Won" in Salesforce.com from July 1, 2019 to December 31, 2019.
- Sales must include a CenturyLink countersigned contract, if applicable.
- Only Non-Channel Integrated (NCI) sales are eligible.
- This incentive applies to new logo customers and existing customers ordering net-new services and located in one of the 32 Eligible Markets. Existing customers are only eligible if adding Value Products at a new location and must be noted in Salesforce – New Location. Renewals and/or replacement services (e.g. ported or upgraded services) will not qualify for incentive.
- Payout based on the MRC stated in a valid Customer Order signed and submitted by Customer and accepted by CenturyLink in accordance with the standard process. Qualified sales amounts consist of MRC + Committed Usage.
- Minimum MRC for all CenturyLink products included in an order must be \$150 or more to be considered for the Incentive.
- Required minimum contract term of 2 years.
- All CenturyLink product orders included on the original deal will count towards the incentive requirements. Products added on subsequent deals will not be included.
- Eligible Participants will be paid at the Partner level through the regular commission process.
- Standard commission rates apply in addition to incentive.
- Standard ordering processes apply.
- The Incentive will be paid approximately 45 days after the month end of the sales close date.
- Maximum payout per billing customer is \$5,000.
- This incentive will be active until December 31, 2019, or until the budget is depleted – whichever comes first. In situations of budget depletion, deals will be paid on a first-in basis until the budget funds are exhausted.
- Orders must be created and submitted by partners to be eligible for the 2x MRC payout.
- CenturyLink may modify, suspend, amend or terminate the incentive at any time and without prior notice or consent by participants. CenturyLink specifically reserves the right to change the incentive in a manner that may modify or eliminate the amount of monetary rewards that may otherwise be payable under this Incentive Program. No designee, may modify, suspend, amend, or terminate this Program. To be effective, any modification, suspension, or amendment of the Incentive Program must be authorized in writing by the Sales Operations lead or his/her designee.
- Incentive Program disputes will be considered on a case-by-case basis. All disputes must be submitted within 90 days of the Salesforce.com Closed Won date. Incentives disputes submitted after 90 days will not be considered.
- CenturyLink reserves the right in its sole discretion to disallow any opportunity that does not meet the terms of the incentive.
- CenturyLink reserves the right to end, modify, or deny any claim under this incentive.
- CenturyLink will review all submitted orders to ensure incentive criteria has been met before payouts are awarded.
- Orders that cancel prior to installation will not qualify for the incentive.
- CenturyLink reserves the right to verify that monthly billed revenue, 6 months from qualifying orders, meets or exceeds the applicable bonus. If not, CenturyLink may recover the commission paid, including by way of off-set against the Partner's normal commissions.
- Void where prohibited.
- Check the CenturyLink Channel Partner Program Portal regularly for updates to the incentive program.
- This incentive may be combined with other incentives offered by CenturyLink, a completed Incentive Form must be completely filled out for each additional applicable incentive you are applying for.
- This incentive applies only to CenturyLink services sold into the 32 Eligible Markets. CenturyLink will use the customer's billing address zip code to determine if the customer is located in one of the 32 Eligible Markets: Naples, FL; Ocala, FL; Tallahassee, FL; Cedar Rapids, IA; Des Moines, IA; Lexington, KY; Louisville, KY; Greenville, NC; Jacksonville, NC; New Bern, NC; Omaha, NE; Albany, NY; Rochester, NY; Pittsburgh, PA; North Dakota, South Dakota, Vermont; Sacramento, CA; Cape Coral/Fort Myers, FL; Baltimore, MD; Duluth, MN; Tulsa, OK; Virginia Beach, VA; Cheyenne, WY; Jacksonville, FL; Atlanta, GA; Chicago, IL; Cincinnati, OH; Cleveland, OH; Columbus, OH; Memphis, TN; and Washington, DC.