



## Customer Check List For Service Provider Training

All the information listed below is required before you can begin a Service Provider Training.

- A copy of the Service Provider commissions that will be paid to your company whenever you sell/activate a cellular phone plan.
  - ⇒ If you don't have this, contact your service provider or master dealer.
  - ⇒ This document will include the commissions your company will be paid on the sales of plans, the sale of features and any spiffs, bonuses, and rebates you will receive.
- A list of all the plans you intend to sell.
- A list of all the features you intend to sell.
- A list of the commissions you will be paying to your salespersons when they sell/activate a cellular phone plan.
- (Optional) A list of the phones that receive instant in store discounts when the customer purchases a phone and an activation and how much of a discount the customer will receive.

### Why do you need this information?

The main purpose of entering your Service Provider information into TeleTracker is to track the number of plans you sell and the commissions your service provider owes you for activating those plans.

If this information is entered into TeleTracker accurately, you can easily compare what your service provider paid you to what TeleTracker reports you were expecting to receive.

Your service provider or master dealer will provide you with a Commission Structure Document that outlines exactly how they are going to compensate you. Having this information before the training is imperative.

Without this information, setting up your Service Provider in TeleTracker is not possible.

Your TeleTracker Training Department

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