



Ultra Flex Retailer Compensation – August 2017



EARN MARGINS ON ALL ULTRA FLEX PRODUCTS!

Ultra Retailers like you will earn a fixed margin up to two times the industry standard rate on all Ultra Flex Family and Ultra Flex sales you make.

For additional compensation details, see incentives on UltraAgents.com or talk to your Master Agent.

Ultra Retailers can earn **20% Airtime Margin** for Ultra Flex:

- The Ultra Retailer needs to be signed up directly under an approved Ultra Master Agent for Airtime/Replenishment.
- The Ultra Master Agent needs to be signed up directly under an approved TSP.
- Epay and T-Cetra/VidaPay are the approved TSPs for Ultra Flex. IAS will be added in August 2017.
- All Airtime Margin compensation will be paid through selected TSP.

Ultra Retailers can also **Lock in that 20% Margin with Auto-Recharge:**

- An Ultra Retailer that puts an Ultra Flex Customer on Auto-Recharge will receive 20% Auto-Recharge Margin for the lifetime of that Customer and as long as they stay on Auto-Recharge. This may or may not be the Activating Retailer.
- Auto-Recharge Margin is paid on Monthly Recurring Charges (MRC) and any add-ons the Customer may buy Online.
- If the Customer put themselves on Auto-Recharge, the Ultra Retailer that initially activated the Ultra Flex Customer will receive the 20% Auto-Recharge Margin.
- All Auto-Recharge Margin compensation will be paid through selected TSP.

Ultra Flex Plan Scenarios:

- **Customer Activates Ultra Flex Individual Plan. Customer Purchases 4 Plan Credits:**
 - Since the Customer purchased 4 Plan credits to take advantage of the \$11.50 price per month, the Retailer will earn \$9.20 instantly - which is 20% Airtime Margin on \$46 total purchase.
 - It is recommended for the Retailer to sign up the Customer for Auto-Recharge to lock in the \$11.50/month plan for the Customer AND for the Retailer to lock in the 20% Auto-Recharge margin on all future MRCs.
- **Customer Activates Ultra Flex Individual Plan. Customer Purchases 1 Plan Credit plus a \$10 Data Add-on and signs up for Auto-Recharge:**
 - Retailer will earn \$6.20 instantly – which is 20% Airtime Margin on \$31 total purchase.
 - Since the Customer also signed up for Auto-Recharge to take advantage of the \$11.50 price per month, the Retailer will earn 20% Auto-Recharge Margin on all future MRCs. If the Customer comes in to an Ultra Retailer to purchase Add-ons, Auto-Recharge Margin is not eligible; however, 20% Airtime Margin would be eligible for that RTR transaction.

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Ultra Flex Retailer Compensation Retailer Details & Scenarios August 2017

Ultra Flex Family Scenarios:

- **Customer Activates Ultra Flex Family Plan with 2 lines with one month each. This is set up as One Parent and One Child:**
 - The Retailer will earn \$6.60 instantly – which is 20% Airtime Margin of the \$33 total purchase (2 Plan Credits @ \$16.50 each). The Retailer can earn even more by selling more Months as well as Add-ons such as Data, International Call Credit and more!
 - An Ultra Retailer can also lock in 20% Auto-Recharge Margin, if they put an Ultra Flex Customer on Auto-Recharge. This may or may not be the Activating Retailer.
- **Customer Activates Ultra Flex Family Plan with 2 lines and signs up for Auto Recharge:**
 - The Retailer will earn \$6.60 instantly – which is 20% Airtime Margin of the \$33 total purchase (2 Plan Credits at \$16.50 each).
 - Since the Customer enrolled in Auto-Recharge, from Month 2 and on the Retailer will earn either:
 - Option A: IF Pay for Family is **enabled** (default setting):
 - \$4.60 per month on all future MRCs (Parent & Child) – which is 20% of \$23 monthly.
 - Option B: IF Pay for Family is **not enabled**:
 - \$2.30 per month on all future MRCs (Parent only) – which 20% of \$11.50 monthly.
 - The 'Child' subscriber will be responsible for their own MRC. They can enroll in Auto-Recharge to take advantage of the \$11.50 per month rate or they can pay per month.
 - Note: They will pay \$21 for one plan credit for one month, OR they can purchase multiple months (up to 16 plan credits) to take advantage of discounted MRC.
 - Separately, the Retailer can earn 20% of Child MRC through RTR payment or if Child goes on Auto-Recharge, earn 20% Auto-Recharge Margin.

Please review Retailer FAQs below:

Q: What is an approved TSP?

A: Your TSP Terminal ID must be set up directly under one of Ultra's Approved Master Agents in order to receive the full airtime margin (20%) on all Flex transactions. Approved TSPs at launch are epay and T-cetra/VidaPay. IAS will be added in the near future.

Q: Do I earn 20% Airtime Margin on add-ons like additional Data or International Calling buckets?

A: Yes! You earn 20% Airtime Margin on all Flex add-on services.

Q: What if a current Ultra Mobile Classic Plan Customer wants to move to Ultra Flex Plan – will my compensation change?

A: Yes, any compensation tied to the Ultra Mobile Classic Plan including Spiffs, Residuals and lower Airtime Margin will be replaced with the Ultra Flex compensation of 20% Flex Airtime Margin. Note: the Ultra Classic Plan Customer will need to buy a new Purple SIM and do an Intra-port to the Ultra Flex Plan.

Q: Why should I enable Auto Recharge?

A: Your customer benefits as each Ultra Flex Family or Ultra Flex line is \$11.50 per month, no matter how many they buy AND you are guaranteed Auto Recharge margin for the life time of the customer for their monthly service.

Q: How do I enable Auto-Recharge for my customer?

A: To enable Auto Recharge, you need to log into Ultra Agents/Manage Subscriber to view their account. Select 'Auto Recharge'
NOTE: In order to be paid correctly, you must select and lock in your TSP of choice during this process. Detailed Step by Step instructions can be found on UltraAgents.com/resources/Using Ultra Agents.

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