
EMERALD EDGE
PROMOTIONS
NEW HIRE PACKET
A STEP-BY-STEP GUIDE
ON HOW TO GET PROMOTED
EMERALD EDGE
PROMOTIONS

# WELCOME MESSAGE


Welcome to **Emerald Edge Promotions**!

We're excited to welcome you to a team driven by energy, innovation, and ambition. At **Emerald Edge Promotions**, we specialize in dynamic marketing solutions that not only elevate brands but also create real connections with customers. As you begin your journey with us, know that you're stepping into more than just a job — you're stepping into a culture built on growth, opportunity, and leadership.

Our business thrives because of people like you — individuals who are eager to learn, take initiative, and lead with purpose. Whether you're new to the marketing world or bringing experience with you, there's room here to grow, lead, and make a lasting impact. From hands-on training to leadership development, every step is designed to help you reach your full potential.

The pages ahead will serve as your roadmap — packed with insights, expectations, and tools to help you succeed.

**Welcome to your next big opportunity!**

About the President:

**Jacob Morgan** is the President of **Emerald Edge Promotions**. A Milwaukee native, he earned his degree from the University of Wisconsin–Stevens Point, graduating with a double major in Business Management and Marketing, along with a minor in Biology. A dedicated student-athlete, Jacob played four years of college football while pursuing his studies. Before stepping into the telecom industry, he gained valuable experience in customer relations working at a car insurance call center. Today, he combines his competitive drive and business expertise to lead his team with energy, strategy, and a passion for growth.

# DISTRIBUTORS

## First Phase Promotion Checklist

- 2 ACQUISITIONS IN ONE DAY _____.
- 2 ACQUISITIONS IN ONE DAY _____.
- 2 ACQUISITIONS IN ONE DAY _____.

- TEACH BACK 8 STEPS
- TEACH BACK GARDEN THEORY
- TEACH BACK 5 STEPS
- TEACH BACK FUGI

- 1 ON 1 WITH NATALIA _____.
-
- 1 ON 1 WITH YOUR UPLINE _____.
- 1 ON 1 WITH YOUR UPLINE _____.
- 1 ON 1 WITH YOUR UPLINE _____.

- ASK FOR A RICHARD/LARISSA VIDEO. SEND NOTES TO YOUR UPLINE.
- RECEIVE A RECOMMENDED AUDIO FROM THE HERMOZIS! (SEND NOTES)
- LISTEN OR READ A RECOMMENDED BOOK. (SEND NOTES)
- ASK ABOUT THE PERSONALITY QUIZ AND FIND OUT YOUR STRENGTHS AND WEAKNESSES.

- OFFICE PRESENCE/PROFESSIONAL DRESS CODE, ETC.
-
- SITTING IN A 2ND ROUND INTERVIEW _____.
- SITTING IN A 2ND ROUND INTERVIEW _____.
- SITTING IN A 2ND ROUND INTERVIEW _____.

- BREAKEVEN
- 95% ATTENDANCE
- CONSISTENCY WITH POSITIVE ATTITUDE

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# AT&T
## 1st Week Training Checklist

### CLASSROOM ORIENTATION/HOMEWORK

- Watch product knowledge videos
- Study the 5 Steps to a Conversation
- Memorize the Pitch
- Message your upline with takeaways
- Prepare the following for tomorrow:
  - 2 outfits:
    - Office: Business Professional Dress Code
    - Field: Clean blue/white Polo or shirt, khaki shorts or pants, and close-toed shoes
- Lunch, water, and snacks for the field
- Pen and notebook

### DAY 1 HOMEWORK

- Get Sara + logins
- Breakdown on the Pitch
- Practice the script + rewatch the orientation videos
- Message your upline with takeaways
- Ask for a book recommendation, / listen to Audible

### DAY 2 HOMEWORK

- How to fill out a breakeven - what is it, how to go through it
- Book a meeting with your upline using a calendar to go over breakeven (ask for your leader's Gmail for Calendar invites)
- Practice the script

### DAY 3 HOMEWORK

- Practice the script/early and late rebuttals

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# AT&T PITCH

## INTRODUCTION

“Hey, how are you?”

[Ice Breaker]

“My name is (_____), I’m one of the account managers with AT&T. I’m out here because we just updated the fiber optic lines in the neighborhood. So I’m out here doing some customer service today.”

## SHORT STORY

"You guys are still using the Spectrum, right?" (Wait for response)

“Okay, the reason I'm asking is because a lot of your neighbors have been mentioning a lot about LAGGING, BUFFERING, and THE PRICE KEEPS GOING UP. For you is it more of a billing or a service issue? (Wait for response)

## PRESENTATION (3X3)

Internet

"Wow, what do you guys use the internet for? Any streaming? Gaming? Anyone working from home or going to school?"

"Okay, and how many devices would you say you use at once here?" *(Wait for response)*

"As mentioned earlier, a lot of your neighbors have been experiencing a lot of slowdowns, especially in the evening. What do you do when you experience these slowdowns? Do you have to call the Spectrum? Reset the router? Or just wait it out?" *(Wait for response)*

# AT&T PITCH

## FIBER VS COPPER

"Wow, well, the reason this is happening to you and your neighbors is because Spectrum has you all on a shared copper loop system. Which means that you're

Actually sharing your services with everyone in this neighborhood (500 neighbors). So when everyone's home, you guys are all playing a huge game of tug of war for the internet service."

With AT&T, we give you a private, dedicated line to your home. Which means you're not sharing your services with anyone and everything will just work when you want it to, which I'm sure is what you prefer."

## CLOSE

So, based on what you've told me, what I'm going to do for you is set you up with our (TV package) along with (Internet package).

Since I am out here today, I can offer you (Promotion #1) along with (Promotion #2)

Normally, there is an installation fee of 99, but today I am going to waive that for you. So your installation is free.

So after taxes and fees and autopay, the price will come out to ONLY $_____.

I have a lot of your neighbors getting installed in the next few days, would you rather get installed in the morning or afternoons? (IMPORTANT THAT WE DO NOT PAUSE AFTER SAYING THE PRICE. GO RIGHT INTO "We have a lot of your neighbors...")

# AT&T INTERNET
## Product Knowledge

# AT&T fiber

The fastest internet among major providers – now with up to 5-Gigs of speed.[1]

## Fiber 1 GIG

**25x** faster upload speeds than cable[6]

**$80/** $64 With AT&T Cellular

## Fiber 2 GIG

**For the powerfully interconnected home**

**$150/** $120 With AT&T Cellular

## Fiber 5 GIG

**Engage, stream, and connect at unsurpassed speeds**

**$250/** $200 With AT&T Cellular

## Fiber 300

**15x** faster upload speeds than cable[2]

**$55/** $44 With AT&T Cellular

## Fiber 500

**20x** faster upload speeds than cable[5]

**$65/** $52 With AT&T Cellular

[1]Fastest among major internet service providers, based on 1Gbps offering. Internet speed claims represent maximum wired network service capability speeds and recommended setup. Actual customer speeds are not guaranteed. Single device wired speed maximum 470Mbps. For more information go to www.att.com/speed101

[2]Comparison of Internet 300 wired upload connection speed to Xfinity 600MB with 20MB download and 20MB upload.

[3]Guards against known threats only. Compatible gateway and Smart Home Manager app req'd. Security features must be enabled.

[4]Number of devices depends on screen/size resolution.

[5]Comparison of Internet 500 wired upload connection speed to Xfinity, Spectrum and Cox 600MB, 600MB and 500MB plans with 60MB, 40MB and 50MB download and 10MB and 20MB upload.

[6]Comparison of Internet 1000 wired upload connection speed to Xfinity, Spectrum & COX 1Gig and 1.2Gig service with uploads of 35 Mbps.

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# DIRECTTV
Product Knowledge

| | FULL RETAIL PRICE | # OF CHANNELS | PREMIUM CHANNELS INCLUDED | # OF ON-DEMAND TITLES |
|---|---|---|---|---|
| **ENTERTAINMENT** | $89.99 | 75+ | N/A | 65,000 |
| **CHOICE** | $122.98 | 125+ | BALLY SPORTS (REGIONAL) | 75,000 |
| **ULTIMATE** | $152.98 | 140+ | STARZ | 85,000 |
| **PREMIER** | $197.98 | 155+ | HBO, Starz, Showtime, Cinemax | 95,000 |

## ADD-ONS

- HBO - $15.00/month
- Showtime - $13.00/month
- Cinemax - $11.00/month
- Bally Sports - $15.00/month
- Starz - $11.00/month

## GEMINI AIR

- 1st one Free
- Each additional - $7.00/MONTH

## ADDITIONAL INFORMATION

- 2-Year Price Agreement ($20.00 per month if cancelled within 2 years)
- $30 hold when signing up
- 14-day refundable cancellation period
- Unlimited streams and Cloud DVR
- 3 Out-of-Home Devices allowed over 11 inches
- Google Voice Remote provided
- 3rd party app integrated
- LG and Vizio TVs can’t download the app
- Every other TV brand can use the app instead of Gemini

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# WIRELESS
## Product Knowledge

| PLANS | NUMBER OF LINES | | | | | |
|---|---|---|---|---|---|---|
| | 1 | 2 | 3 | 4 | 5 | 6 |
| STARTER | $65.00 | $60.00 | $45.00 | $35.00 | $30.00 | $30.00 |
| EXTRA | $75.00 | $65.00 | $50.00 | $40.00 | $35.00 | $35.00 |
| PREMIUM | $85.00 | $75.00 | $60.00 | $50.00 | $45.00 | $45.00 |

### ADDITIONAL SERVICES (SERVICE ONLY)

- HBO - $15.00/month
- Showtime - $13.00/month
- Cinemax - $11.00/month
- Bally Sports - $15.00/month
- Starz - $11.00/month

### AARP

- 12.00/year
  - Waived Activation Fees
  - Premium Service for
  - Extra price ($10/Line)
  - $10.00/Line for 10

### ADDITIONAL INFO

**STARTER**
- Unlimited Talk, Text, Data
- No Premium Data
- 5 Gb Hotspot
- Streaming in SD

**EXTRA**
- Unlimited Talk, Text, Data
- 50 Gb Premium Data
- 20 Gb Hotspot
- Streaming in SD

**PREMIUM**
- Unlimited Talk, Text, Data
- Unlimited Premium Data
- 60 Gb Hotspot
- Streaming in 4K
- Free Roaming in 20 Latin
- American Countries

**DISCOUNTS**
- 25% off for:
  - Military
  - Nurses
  - First Responders
- 50% off for Employees
- AARP - $20/Line

**MST LOGIN**
1. MST.ATT.COM/QQ
2. Press “No” for Login
3. Type “3”
4. Press “Login”

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# 8 STEPS TO SUCCESS

## A System to Build Successful Work Habits

### 1. BE POSITIVE

- 90% Attitude
- 10% Ability

### 2. BE ON TIME

- If you're on time, you're late
- 15 zminutes early
- If you're late, please contact your mentor or manager

### 3. BE PREPARED

- **MENTALLY:** 90% no, 10% yes
- **PHYSICALLY:** water, gas, coffee, dress/attire, comfy shoes, food

### 4. WORK THE FULL SHIFT

- Don't punch the clock
- Go straight to the field
- Take mini breaks (5-10 mins.)

### 5. MAXIMIZE YOUR TERRITORY/TIME

- Talk to everybody (dog walkers, people coming back from work)

### 6. PROTECT YOUR ATTITUDE

- If you lose it, how fast can you regain it?
- Call your mentor, take a break, watch a funny video

### 7. KNOW WHY YOU'RE HERE AND WHERE YOU'RE GOING

- Set Goals (Short Term/Long Term)
- S.M.A.C (specific, measurable, attainable, challenging)
- Attach yourself to somebody you want to be like

### 8. TAKE CONTROL

- Personally
- Professionally (office/field)

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# 5 STEPS TO A CONVERSATION

## A System for Building Impulse

**1. INTRODUCTION/ICE BREAKER:** The customer's first impression of you

**S**mile (It's contagious)
**E**ye Contact (Builds trust)
**E**nthusiasm (Creates curiosity)

**2. SHORT STORY:** Who, Why, What, Hook

**K**eep
**I**t
**S**hort
**S**imple

LESS TALK = MORE IMPULSE
MORE TALK = LESS IMPULSE

**3. PRESENTATION:** Facts and pricing / "grab your ID card"

- Yes, or Yes?
- Dollars vs Bucks
- C.P.R. (Create Personal Relationship)

Easy Conversation Starters:
**F**amily **O**ccupation **R**ecreation **D**ogs/Dreams **S**ports

**4. CLOSE:** At the height of impulse

- Assume the sale
- Avoid silence
- Close with confidence!

**5. REHASH:** Remember, Everyone Has Another Sale Hidden

- Assume the sale
- Avoid silence
- Close with confidence!

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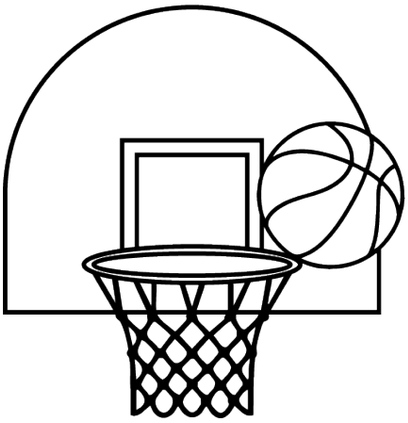
# LAW OF AVERAGES

## A System for Finding Buyers

**MORE = MORE  90% NO  10% YES**

### BASKETBALL THEORY



30 FREE THROWS

30 TRIES

**NO**

30 FREE THROWS

100 TRIES

**NO**

30 FREE THROWS

300 TRIES

**YES!!!**

- The more shots you take, the more you make
- The more people you speak to, the more yeses you will get
- Try your hardest on every shot, you never know which one will go in
- You miss 100% of the shots you DON'T TAKE

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# GARDEN THEORY

**Tells you about the type of people you see daily in the field and the specific times you might run into them. It also reiterates the systems, assuring that there is ALWAYS money to be made in the field.**

| | **LAP 1**<br>(60-80 DOORS BEFORE THE END OF THE LAP) | **LAP 2** |
|---|---|---|
| **TIME** | 1:45PM - 5:30PM | 5:30PM - 8:00PM |
| **LAP TITLE** | Weeding out & planting seeds | Harvest & money lap |
| **TYPES OF PEOPLE YOU SEE** | • Stay at home parents<br>• C.O.W.S. (Cannot Operate Without Spouse)<br>• Babysitters<br>• Elderly<br>• Night Shift<br>• Kids<br>• Teachers<br>• Unemployed<br>• Construction<br>• Remote | • Doctors<br>• Lawyers<br>• Business Owners<br>• 9-5ers<br>• Single Parents |

## 3 TYPES OF DAYS

**A DAY - FAST START, SLOW FINISH**
Most sales come at the beginning of the day, not many come at the end.

**B DAY - SLOW START, FAST FINISH**
Most sales come at the end of the day, not many in the beginning
*Most common day*

**C DAY - CONSISTENT ALL DAY**
Sales come in consistently all day

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# F.U.G.I.

## A System for Building More Impulse

**80% OF PEOPLE ARE PRE-DECIDED YES/NO**

**20% OF PEOPLE ARE UNDECIDED - F.U.G.I.→**

**F**EAR OF LOSS (Limited time, Limited product)

**VERBAL CUES:** “Today only”, “While I’m here”, “Only a couple left”

**U**RGENCY (Moving from door to door quickly)

- Never spend too much time with one person
- QTQP (quality time, quality people)
- Drop the “no” and find the “yes”

| VERBAL | NON-VERBAL |
|---|---|
| “RIGHT NOW”<br>“REALLY QUICK”<br>“WHILE I’M HERE” | LOOK AT YOUR WATCH<br>WALK FAST WITH A PURPOSE<br>CLICK YOUR PEN |

**G**REED FACTOR (Moving from door to door quickly)

**ACTIVE** (Created by customer)

- Positive: Makes the sale = Buying Frenzy, Referrals
- Negative: Busts the sale = “Have a nice day”

**PASSIVE** (Created by us)

- Testimonials
- Indifference
- Jones’ Effect (one up the last customer)

**I**NDIFFERENCE (Don’t be pushy, we are marketing, not sales)

- 2 NOs and go!
- The goal is to get to the phone

| VERBAL | NON-VERBAL |
|---|---|
| “NO WORRIES”<br>“TOTALLY UP TO YOU”<br>“YOUR CHOICE”<br>“NO BIG DEAL”<br>“NO PROBLEM” | SHOULDER SHRUG<br>HAND WAVE<br>PANDA PAWS<br>STEP BACK |

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# PPA=APP

## Pitch, Pace, Attitude = Applications

**There are only 3 things you can control in the field that will determine your outcome.**

**PITCH**: The ability to communicate

- Memorize Script
- Project you voice
- Pregnant Pauses (knowing when to stop talking to let the customer engage)

**PACE**: Work ethic

- Hitting 80 houses
- Completing 2 laps
- Garden Theory

**ATTITUDE**: Results

- Let your ATTITUDE define your RESULTS, never let your results determine your attitude!
- Poker face! Smile, eye contact, enthusiasm!
- “1% better every day” mentality

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# EARLY OBJECTIONS & REBUTTALS

## TERMINOLOGY

**Objection** - an explicit expression by a buyer that a barrier exists between the current situation and what needs to be satisfied before buying from you.
**Rebuttal** - a counterargument to a prospect's objection.
**A.I.R.** - Acknowledge, Ignore, Resume
**A.B.C.**- Always Be Closing / Agree, Bullet, Close
**K.I.S.S.** - Keep It Short and Simple

## EARLY OBJECTIONS

Not Interested: Agree - Yeah, No worries
Bullet - We're just out here for customer service
Close - (Go right back into the pitch)

No Time / Busy: Agree - Yeah, No Worries
Bullet - This will be really quick
Close - (Go right back into the pitch)

Good with Current Service: Agree - Yeah, that's fine
Bullet - Most neighbors said their bills have been going up or their internet has slowed down
Close - (Go right back into the pitch)

Don't like AT&T: Agree - I know, it wasn't the best before
Bullet - We've made a lot of updates since then
Close - (Go right back into the pitch)

You guys were just out here: Agree - Yeah, I know
Bullet - We had a really good response out here, so they sent us back
Close - (Go right back into the pitch)

- 3 Nos and Go
- Always K.I.S.S.
- Simply and confidently overturn objections and go right back into your pitch
- Close your rebuttal with a question (Keeps you in control of the conversation)
- You want them to say "No"!! (Allows you to explain further)

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# BUYING SIGNS


**Buying signs are signs homeowners give off that let you know they're interested in talking to you. Buying signs happens in the beginning of the pitch.**

- Opening the door and coming outside
- Leaning or sitting
- Courtesy Offer (ex. Do you want to step in the shade?)
- Listening to you
- Agreeing with you
- Competitor bashing (ex., I hate Spectrum)
- Laughing at your icebreaker

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# CLOSING AND LATE OBJECTIONS

## TERMINOLOGY

**A.T.S.** - Assume the Sale

**"Yes, Yes" Question** - a closing statement where the customer has a choice but the only answers are yes (ex. Do mornings or afternoons work better for you?).

**Yes Train** - asking at least 2-3 questions in a row where a customer would answer yes.

**Hotspots** - points a customer cares about (ex., Internet Speed, Dead Spots, Price).

**Top Down Selling** - Start off at a higher price or big package, then reduce the package to fit the customer's needs.

**M.I.M.S.** - Make It Make Sense

## LATE OBJECTIONS

- "Do you have a business card?"
- "Not right now."
- "Too expensive."
- "No problems with my current service."
- "Let me think about it."
- "Let me talk to my husband/wife before we sign up."

**All these objections boil down to one simple issue…they're not closed yet!**

1. Always agree with why the homeowner isn't interested — this shows empathy and understanding, which gets them to listen to what you have to say next.
    - "Yeah, I understand, unfortunately these are just promotions." (Be indifferent)

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2. Remind them of why they're listening to you in the 1st place. It's either because they have problems with their current service or they want to see if they can get a better deal.

- "You did say, though, that you have some trouble with the internet when everybody is home and online?"

3. Sweeten the deal by offering promotions that weren't mentioned before:

- Free Speed Upgrade
- Visa Gift Card
- Free Installation
- VIP Customer Service
- Cheaper Price
- Best Service
- Private Line

4. Go right back into "My Process" and assume the Sale.

# STOP SIGNS


## SHUT UP, TAKE OUT TABLET

- Future Talk
- Talking About Current Services (Issues/Problems)
- Positive Body Language
- Already Tried to Get Our Service / Looked Into It
- Repeating / Agreeing with the Issues
- Asking Questions
- “Yes,” Man / Agreeing with what you’re saying
- “WOW” Surprised with the service/savings

## NON-BUYING SIGNS

- Happy with what they have
- Not having any issues with their service
- Talking through the screen door / Not engaged in the conversation
- Never looked into new services
- Not agreeing with any of the issues
- No questions / One word answers

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# BULLET THEORY: OVERTURNING NEGATIVES

**It is good to practice and to be prepared for the most common negatives that you hear in the field and to learn how to counter them.**

- Agree with the customer - “I understand”
- Relate - “I feel the same way”
- Bullets - “The best thing about this is”
- Close - “Let’s see if we have something available for you.”

## COMMON NEGATIVES

“My speed is fine now.”

1. Ask questions to identify pain points a customer may not realize they have — “Have you ever experienced loading or buffering during any time of the day?”
2. Ask questions to prompt thoughts about future needs — Kids getting smartphones, buying a new tablet, etc.

## STUCK ON PRICE

1. First, it’s most important that YOU believe that our pricing is competitive.
2. Tie what they know about current services in comparison. Is there a promo about to expire that they can take advantage of?
3. Talk about value — “Why not pay a little more so you know you are getting what you need and want?”

**“I was unhappy with AT&T before.” - Find out what they were unhappy with:**

1. Customer Service - “I’m here to personally handle your account.”
2. Wanted more programming - “We are always adding new TV programming.”
3. Bills are difficult to understand - “I would be happy to explain exactly what that will look like.”
4. Repair Issues - “Our customer service can get a technician to your house within 48 hours at your convenience.”
5. Time frame of Installation - “That’s the great thing about this, you can choose a date and time.”

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# SCHEDULE

| | MON | TUE | WED | THU | FRI | SAT | SUN |
|---|---|---|---|---|---|---|---|
| **ATMO** | 10:30 AM - 1PM | 10:30 AM - 1PM | 10:30 AM - 1PM | 10:30 AM - 1PM | 10:30 AM - 1PM | 9 AM - 4 PM | OFF |
| **FIELD** | 1:45 PM - 8 PM | 1:45 PM - 8 PM | 1:45 PM - 8 PM | 1:45 PM - 8 PM | 1:45 PM - 8 PM | | |

## REQUESTING TIME OFF

- 1-week notice is required.
- Send a message to your upline, including:
  - Dates you are requesting off.
  - Reason for request.
  - How are you planning on making it up?

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# WEEKLY INSTALL TRACKER

| LAP 1 (Monday) | WEEK ENDING (Sunday) | PAY DATE (Friday) |
|---|---|---|
| | | |

| CUSTOMER NAME | PHONE # | INTERNET SPEED | ABP Y/N | COMMISSION | SALE DATE | POSTED DATE |
|---|---|---|---|---|---|---|
| | | | | $ | | |
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## ESTIMATED EARNINGS

| WEEKLY GOAL | MONDAY | TUESDAY | WEDNESDAY | THURSDAY |
|---|---|---|---|---|
| | FRIDAY | SATURDAY | SUNDAY | WEEK TOTAL |
| | | | | |

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# BREAKEVEN

Who's got my money?

| MONTHLY EXPENSES | AMOUNT |
|---|---|
| Mortgage/Rent | $ |
| Renter's Insurance | $ |
| Health Insurance | $ |
| Utilities | $ |
| Car Payments & Ins | $ |
| Gas | $ |
| Cell Phone | $ |
| Internet | $ |
| Gas | $ |
| Groceries | $ |
| Toiletries | $ |
| Restaurants | $ |
| Entertainment | $ |
| Education | $ |
| Subscription | $ |
| Loans | $ |
| Credit Cards | $ |
| Medical Payments | $ |
| Other Debt | $ |
| Charity | $ |
| Savings | $ |
| | $ |

| WEEKLY/MONTHLY EXPENSE TOTAL | |
|---|---|
| MONTHLY PAYMENTS | $ |
| WEEKLY EXPENSES | $ |
| GROSS PAYCHECK NEEDED | $ |

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# COMMISSION
## 1G INT + AUTO BILL PAY

### NEW HIRES

| INSTALLS | PAY/INTERNET | PAYOUT |
|---|---|---|
| 1 Install | $120 / Internet | $120 |
| 5 Installs | $120 / Internet | $600 |

### DISTRIBUTORS

| INSTALLS | PAY/INTERNET | PAYOUT |
|---|---|---|
| 1 Install | $120 / Internet | $120 |
| 5 Installs | $140 / Internet | $700 |
| 8 Installs | $155 / Internet | $1,240 |
| 10 Installs | $155 / Internet | $1,550 |
| 11 Installs | $170 / Internet | $1,870 |
| 15 Installs | $170 / Internet | $2,550 |
| 20 Installs | $170 / Internet | $3,400 |

### LEVEL 1 LEADERS

| INSTALLS | PAY/INTERNET | PAYOUT |
|---|---|---|
| 1 Install | $150 / Internet | $150 |
| 5 Installs | $170 / Internet | $850 |
| 8 Installs | $185 / Internet | $1,480 |
| 10 Installs | $185 / Internet | $1,850 |
| 11 Installs | $200 / Internet | $2,200 |
| 15 Installs | $200 / Internet | $3,000 |
| 20 Installs | $200 / Internet | $4,000 |

# NOTES

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