

## Mobility Sales B2B Representatives in Birmingham AVP - Woolverton



**INCENTIVE PERIOD:** October 1-31, 2022

**CONTEST SPONSOR:** AT&T Services, Inc.

### In addition to the Compensation Plan, Mobility Sales Representatives can earn Awards with the following incentives:

Posted Net Wireless Voice Sales Attainment*	Payout**
175%+	5000 FAME Points or \$250
150-174.99%	3000 FAME Points or \$150
125-149.99%	1000 FAME Points or \$50
Bonus Kicker – If you achieve 150%+ Posted Net Wireless Voice Sales attainment AND achieve a Premium Mix % of 60%+, earn an additional \$50!	

\*\*Qualifier: 10%+ Next Up

\*Payout ranges are calculated individually, are not retroactive, and do not stack with each other.

Posted Net Wireless Voice sales attainment (KPI# 10277) results from MyResults. [Next Up %](#) and [Premium Mix %](#) results from PowerBI. Incentive Team will track/fulfill monthly incentive and will submit awards for input into FAME on or about 28 days after the end of the contest period. The employee must be active in an eligible position with the Mobility Customer Service Centers organization during the performance month. This program is a discretionary bonus and is not a contract.

No particular payout amount is promised or guaranteed. The Company reserves the right to change, amend, modify or delete/eliminate this program or reduce payouts at any time, including changes required to comply with applicable law. The award is not earned until paid, unless prohibited by state law. This Contest is designed, in part, to provide incentive for continued employment until the payout date of the award. Participation in the program is strictly voluntary. All regional incentive requirements, applicable tax procedures and incentive guidelines apply to this program. The FAME Program Terms & Conditions also apply. Questions? Please ask your Manager to submit an inquiry through MyTickets.

20 FAME Points = \$1

See full FAME Program Terms & Conditions applicable to all incentives by clicking on the “FAME Terms & Conditions” link on the FAME site. (<https://fame.att.com/terms>)