

## **Accessory Incentive Program 2024**

<b>Accessory Name</b>	<b>SKU</b>	<b>Price</b>	<b>Payout</b>
Gadget Guard Black Ice Screen Protection (Basic)	34641	\$24.99	\$5.00
Gadget Guard Black Ice Screen Protection (\$150 Wty)	62695	\$39.99	\$7.50
Gadget Guard Black Ice Screen Protection (\$250 Wty)	123576	\$49.99	\$10.00
Protection Pro Ultra 2 Film	113859	\$24.99	\$5.00
Protection Pro Gold Protect - \$150 Coverage	290413	\$39.99	\$5.00
Protection Pro Platinum Protect - \$300 Coverage	290414	\$49.99	\$10.00
Distro & Casper iPhone Tempered Glass	<i>Varies</i>	\$14.99	\$2.50
Distro Bulk iPad Tempered Glass	<i>Varies</i>	\$24.99	\$5.00
Tempered Glass (Privacy)	<i>Varies</i>	\$19.99	\$5.00
AT&T / VZW Device Sanitization		\$0.00	\$5.00
Phone / Tablet / Console Cleanings *	<i>Varies</i>	<i>Varies</i>	\$5.00
ALL Phone Cases *	<i>Varies</i>	<i>Varies</i>	\$5.00

\* Console cleaning is only the \$49.99 listed on the “Add-ons” page. The cleaning that includes replacement thermal paste is treated as a repair.

\* Phone cases must be sold relatively close to the price listed in Portal / price pages. Clearance cases or cases severely discounted would not be eligible.

**Upselling:** Accessories sold *reasonably above* the listed price above will be incentivized at their next tier. For example, an iPhone tempered glass sold at \$19.99 would be paid \$5 instead of \$2.50).

**ATT / VZW Device Sanitization:** This is a free service to Asurion customers if they create a claim on Asurion.com/myaccount. The goal is to get the customer to create the lead at the time they file their standard Asurion cracked screen claim or during the check-in of a standard Asurion cracked screen repair. Be advised, the incentive will go to whomever creates the device sanitization work order from the lead.

## **F.A.Q.**

**When are these incentives paid?** All incentives are paid the second pay period of the following month.

**Is there a minimum number of sales I need to receive this incentive?** Your incentive bonus must be at least \$10 to qualify for any sales incentive. This is listed in the Employee Handbook.

**Why is there a \$10 minimum threshold?** The goal is to incentivize those who are actually making accessory offers. It is not to reward “sales” in which the customer specifically asked for it. If you’re unable to meet the \$10 threshold, you are very likely not consistently offering accessories.

**What is the incentive for accessories not listed here?** Accessories either sold below the prices listed or not listed above will be incentivized at 10% of their net sale price.

**What about Home+?** Home+ will continue to have a \$20 per registration incentive. This incentive will be combined with any accessory incentive and paid at the same time as the accessory incentive.

**I don’t have to offer Home+ at all?** This incentive structure is only possible if overall accessory sales increase. I would doubt you and your store can get there only by offering mobile device accessories. Home+ is great for customers with non-mobile devices.

**I sold an accessory last month, and I wasn’t paid for that sale. Why are you scamming me?** In order to be eligible for commission, any accessory sold must be under the “Accessories” category within the Portal Items page. This is due to the parameters of the reporting used to calculate incentives. If you find yourself selling any accessory that is not in the “Accessories” category, please notify your Store Manager, so it can be corrected.

**This incentive program is subject to change. Accessories must be offered and sold to maintain this benefit.**