

## **I. Affinity Saver Promotion**

The Affinity Saver Promotion is available for enrollment between and including March 20, 1996 and July 31, 1996, to business customers who select GCI basic rates or Business Savings, Business Advantage or Corporate Advantage calling plans and meet one of the criteria listed below. The Affinity Saver Promotion offers discounts on designated GCI long distance calling services to:

- 1) Full voting members of trade associations (not affiliates or non-voting members) that represent business entities within a business, industry, or professional classification.
- 2) A group consisting of business entities engaged in a common business, e.g.
  - a) A franchise organization of independent and/or corporate-owned facilities such as hotels, restaurants or other commercial businesses.
  - b) An entity and its independent business dealerships.
- 3) Private non-profit social service agencies under the umbrella of a central state-wide agency.

This promotion is not available to groups or buying clubs which form for the sole purpose of qualifying for discounts under this promotion.

The sponsoring entity must agree that within 12 months of the date the discount is made available to the groups members, its members will meet a minimum of \$10,000 per month in aggregate interstate billing (net of volume discounts) of interstate Direct Dial and toll-free usage. The applicable amount is before any taxes and promotional discounts. If for any reason this volume is not met within twelve months of initiation, or is not met for three consecutive months thereafter, this offer is null and void and the sponsoring entity and its members will revert to their normal plan rates. In addition, the group will make it's membership list available to GCI for the purposes of marketing to its members.

Under this program the customer will receive a dividend paid by check every six months to the individual customer equal to:

- 1 Year Term: 2.0% of their interstate long-distance direct dial and inbound toll-free billing.
- 2 Year Term: 3.0% of their interstate long-distance direct dial and inbound toll-free billing.
- 3 Year Term: 4.0% of their interstate long-distance direct dial and inbound toll-free billing.

In addition, the association the customer belongs to will receive a dividend equal to:

- 1 Year Term: 1.0% of the combined interstate long-distance direct dial and inbound toll-free billing of participating members.
- 2 Year Term: 1.5% of the combined interstate long-distance direct dial and inbound toll-free billing of participating members.
- 3 Year Term: 2.0% of the combined interstate long-distance direct dial and inbound toll-free billing of participating members.

The dividend will be paid by check every six months to the association.

Dividend payments of less than \$15 will be deferred until the next dividend period. The association must meet the minimum billing amount as specified above to be eligible for dividend payments under this program.

A customer who has ordered a term of service commitment but who discontinues service before expiration of the agreed upon term is subject to a one-time termination liability charge as follows:

Termination Liability = One full month's interstate Dial station charges based on the average monthly interstate billing during the completed portion of the term.

The customer may discontinue a term of service commitment prior to the expiration of the applicable term without liability when notice of cancellation is received before the due date of the order of the term of service commitment.

Discontinuance of service occurs when a customer is terminated by GCICC for nonpayment or when the customer notifies GCICC that it wishes to stop service and does not wish to be transferred to another main billed account.

**EFFECTIVE: April 1, 1996**