Lingo 4Q25 INCENTIVE COMPENSATION



- · 5G Wireless Broadband
- · Cable, Ethernet
- · Ethernet over Copper
- Ethernet over Fiber
- MS TEAMS **Direct Routing**



- Hosted PBX
- SIP & PRI Trunks
- Integrated Voice
- MS TEAMS **Direct Routing**

- **Hosted PBX**
- SIP & PRI Trunks
- Integrated Voice

Product	12-Month	36-Month	60-Month	NRC % Payout
5G Wireless Broadband		1x / 2x		
Cable		1x / 2x		
Ethernet		1x / 2x		
Ethernet over Copper		1x / 2x		
Ethernet over Fiber		1x / 2x		
Wireless Broadband		1x / 2x		
Cloud Fax		lх		
Direct Routing (MS Teams)		2x	3x	
HPBX Nationwide Unlimited		3x	3x	
IV (Integrated Voice) Nationwide Unlimited		3x	3x	
IP-PRI Trunk		3x	3x	
POTS Alternative (New Customer)	\$10	\$50	\$60	
POTS Alternative (Current Customer)		1X	1x	
SD-WAN V ₃	1X	1X	1x	
SIP Nationwide Unlimited		3x	3x	
Sophos	1X	1X		
TSaaS (Site Assessment)				7 %
TSaaS (Technical Support)				7%
Virtual Voice Mail		3x	3x	
VoIP Toll Free		1X	1x	
VTN		1X	1x	
VTN Anywhere		1X	1x	
Zscaler		1X		

Terms & Conditions

- 1. Under this promotional program ("Promotional"), selling agents and partners who are directly contracted and in good standing with Lingo are eligible to participate.
- 2. The promotion begins on October 1, 2025, and ends on December 31, 2025, (the "Promotion Period"). The Promotion is only valid on new contracts or orders entered into during the Promotion Period. This Promotional replaces and supersedes all other SPIFFs and/or customer promotions for the products listed. Moves, changes, upgrades, downgrades, and reconfigurations are not eligible. 36-month SPIFF POTS to VoIP conversion is eligible for a 1X SPIFF payout. POTS Alternative (New Customer) 12month \$10 incentive applies only to Safeline LINC CableCo services.
- 3. Rebill services are not eligible for Promotional.
- 4. Promotional Incentive payments are calculated and distributed monthly in accordance with the standard commission payout process in the agent's or partner's agreement...
- 5. Services associated with this Promotional that are terminated within the first 12 months of a 1-year, 3-year, or 5-year term will be charged back 100% of the SPIFF.
- 6. Maximum Promotional payout per product per client: is \$100,000.

- 7. Sales requiring special pricing must have prior written approval for Promotional eligibility.
- 8. 5G Wireless Broadband, Cable, Ethernet, Ethernet over Copper, Ethernet over Fiber and Wireless Broadband products receive a 1x SPIFF when the total circuit Promotional commissionable revenue is equal to or less than \$400; and a 2x SPIFF when the total circuit Promotional commissionable revenue is greater than \$400.
- 9. This offer is void where prohibited or otherwise restricted by law.
- 10. The agent or partner receiving the Promotional commission payment is responsible for all the taxes and liabilities associated with the Promotional payment. Lingo assumes no responsibility for taxes and liabilities for such payments, other than taxes on Lingo's
- 11. Lingo reserves the right to change or cancel this Promotional at any time. Additionally, Lingo has the right to deny any Promotional claim that does not meet the requirements outlined in this document.
- 12. These Promotional terms and conditions and the Promotional incentive compensation are also subject to the existing agreement between the agent or partner and Lingo, including any exhibit(s) thereof, and as thereafter amended.