

Comcast Business

Authorized Connector Referral Program 2X Payout Incentive

COMCAST
BUSINESS

AUTHORIZED
CONNECTOR



What the Authorized Connector Program Can Do For You

Leveraging Authorized Connectors – businesses or sole proprietors approved to refer leads to you – is a smart way to expand your pool of potential customers, help build your pipeline, and achieve or even exceed your quota. Authorized Connectors provide warm leads that you can sell to; leads that are already known to have a need for Comcast Business products and services.

What types of companies make good Authorized Connectors?

Companies that are in a unique position to provide counsel and technology referrals to their customers, like:

- IT professionals
- Accountants
- Lawyers
- Financial service providers
- Insurance agents

- Telecom and business service providers
- Commercial real estate providers
- Moving companies
- Property managers
- Consultants

How do I find Authorized Connectors?

STEP ONE – Identify people you know who sell to business customers.

STEP TWO – Get to know the businesses in your community through local meetings and networking events.

STEP THREE – Ask your customers who they get their computers from or who handles their IT.

STEP FOUR – Talk to them about the Authorized Connector program and how they can make money just by referring businesses to Comcast Business. You can also send them additional marketing materials that talk about the benefits of joining.

Incentive Details

Incentive Payout

Earn a **one-time payment of 2X the customers MRC** up to \$1,500 for a single site and up to \$5,000 for multi-site.

Rep Eligibility

- BAE
- SBAE
- EAE
- SEAE
- NEAM
- SNEAM

Customer Eligibility

Active and new registered ACs.

Incentive Period

Submits

10/22/20-2/21/21 (120 days)

Connects through 6/30/2021

Did you know?

Comcast Business President's Club winners have a strong network of Authorized Connectors. Make sure you add Authorized Connectors to your book of business to help you fill your pipeline and achieve/exceed quota.

T&Cs Status

Please initiate your Customer Referral directly through Salesforce, which is also where the T&Cs email is sent from. Once you have submitted the referral via Salesforce, you will be automatically redirected to Comcast Biz Leads. To complete the referral submission, please log in and enter any missing referral information.

Click [here](#) to see the referrals where the referring business has not yet accepted the Terms & Conditions.

Referral Status

Submitted	31
Working	69
Sold	37
Installed	9
Approved	7
Paid	244

Recent Referrals

Submitted	Business Name	Referral #	Multiple Orders	Status
10/15/2020	Posh - 2895 MAY BLVD STE 103	10838551	No	Working (10/15/20)
SEE DETAILS				
10/15/2020	University Gardens Manor - 2040 VOLLINTINE AVE	10838531	No	Working (10/15/20)
SEE DETAILS				
10/14/2020	Comfort Inn and Suites	10838183	No	Working (10/14/20)
SEE DETAILS				
10/09/2020	LASARA	10837274	No	Lost (10/09/20)
SEE DETAILS				

[More Referrals](#)

What's New

Important Communication

New Report! Click [here](#) to view all of the referrals that qualify for the 2x Referral Programs Incentive for each of your AC Partners!

Customer Referral 1X MRC Payout & Biz Leads Portal Enhancements!

Beginning August 22, the Customer Referral Program will payout 1x MRC of the NEW Customer's payment on

How do I sign up Authorized Connectors?

Authorized Connectors can sign up at www.ComcastBizLeads.com by clicking on the “Become a New Partner” link at the bottom of the page and filling out the associated form. Sole proprietors have to be approved by both the RVP and DVP and companies have to be approved by just the RVP. Once approved, the company or sole proprietor then submits the lead via the BizLeads Portal.

How do I make sure I am leveraging this program to the fullest extent?

It's not enough just to sign up Authorized Connectors, you have to stay in touch to be sure you and Comcast Business are top of mind. Keep them informed of new happenings and new products and services by sharing important company news/updates with them as they occur. Just like any relationship, putting an effort in should help create success. Be sure to remind them of this great incentive!

How do the Authorized Connectors learn about Comcast Business products and services?

Authorized Connectors receive a monthly e-newsletter, *Connections*, which covers important announcements about products and about the program; tips on how to get the most from being a Comcast Business Authorized Connector; resources they can use with their customers, and; technology insights that can help their customers and their own business. And of course, you can always send them to www.business.comcast.com for the latest information.

How do I check the referral payout status for the Authorized Connectors in my region?

You can see compensation information for your Authorized Connectors by running a Referral Program Summary report on the Biz Leads Portal at www.ComcastBizLeads.com.

How the Program Works for the Authorized Connector

The BizLeads Portal at www.ComcastBizLeads.com is an Authorized Connectors' one-stop shop for all referral activity with Comcast Business. Upon acceptance into the program and completion of their business profile, they are ready to begin entering leads. They simply log into the portal, click on the “Submit Referral” tab and fill out the request form for each location they are referring.

On the portal, Authorized Connectors can also:

- Learn the name of the Comcast Business Account Executive who is managing the referral.
- View a referral status.
- View payout information on their submitted leads, including direct deposit information.

Authorized Connectors also receive automatic email updates on their submitted leads and quarterly email communications providing program standings and earnings.

And to see updated customer facing materials, visit [Printpoint](#) and [Showpad](#).

Terms and Conditions

Authorized Connectors can only participate in one referral program, for example if an Authorized Connector is also a current Comcast Business Customer they cannot participate in both referral programs. Connectors cannot refer themselves for payout.

Full Terms and Conditions can be found by logging into www.ComcastBizLeads.com in the Communications Tab. If you have any additional questions about the program please reach out to your Regional Marketing representative.