

# Know when your customers may need Comcast Business

COMCAST BUSINESS  
Authorized  
CONNECTOR

## A quick reference guide on when you may want to refer Comcast Business Solutions

Have you ever heard your customer complain that their Internet is too slow? Or that they worry about what will happen to their business if there's a power outage? Or that their phone system is too expensive and not meeting the needs of their remote workers?

These are all indicators that they could benefit from the products and solutions that Comcast Business offers. And, as an Authorized Connector, if you refer them — you can earn referral rewards!

This quick reference guide will help you uncover opportunities to refer Comcast Business just by listening for common keywords/phrases.

### What do they need?

It's easy to know when you should be talking to your customers about exploring Comcast Business solutions. Whether it's a start-up business that needs everything or a growing business looking to support more people, there are key things to listen for.

*"My Internet is too slow"*

*"Everyone wants to bring their tablets, phones and laptops into the office"*

*"We are struggling to protect all the devices on our network"*

*"A cyber attack would greatly impact our business"*



### Fast, secure Internet

Comcast Business has the speed your customer needs — with download speeds up to 1 Gig. Our Internet gives businesses the speed to operate in today's fast-paced environment, while providing protection against cyber threats on all connected devices with Comcast Business SecurityEdge™.

*"Managing my phone system is so complicated and taking too much of my time"*

*"We need to invest in new phones, but it's so expensive"*

*"Our remote employees need to stay connected when they are in the field"*

*"I need to figure out a better audio conferencing solution"*



### Better phone system

With three mobile-enabled voice solutions, Comcast Business offers solutions to fit every businesses' phone needs. Our voice solutions offer features and functions that let customers connect when and where they want, like Be Anywhere, Readable Voicemail, Moveable Calls and our Comcast Business Mobile App.

#### Reward payout:

Authorized Connectors get a one-time payment of the new customer's MRC up to **\$1,500** for a single site and up to **\$5,000** for multi-site.

#### Ready to submit a referral?

Enter it at [comcastbizleads.com](https://comcastbizleads.com).

#### Here's what else you can do in the portal:

1. Submit a referral for each location you are entering as a lead.
2. Conveniently track the status of your submitted referrals at any time by logging into the Referral Program portal and learn the name of the Account Executive assigned to each lead.
3. Automatically receive email updates regarding payouts on your submitted leads. Quarterly email notifications are also sent out to provide program standings and earnings.
4. Receive your rewards by direct deposit within 60 days of customer installation.

*"We have to provide more than just old magazines in our customer waiting room"*

*"We're putting in a lunchroom area for our employees"*

*"I'd like to have a way to keep my visitors entertained while they wait"*



## TV/Video options

X1 for Business offers robust programming, a large selection of sports and entertainment packages, and searching made easy with the X1 Remote. Manage all TVs from one location using the X1 Voice Remote App.

*"Our employees are complaining that they can't get on the WiFi network during our busier times"*

*"We want to provide WiFi for our guests"*



## WiFi solutions

Comcast Business' WiFi Pro solution helps keep customers and employees connected without slowing down business operations with a public and private connection.

*"I need to figure out how to stay up and running in the event a storm or disaster hits"*

*"When my Internet goes down, I can't run my point of sale system."*



## Backup/Business continuity

Comcast Business Connection Pro solution uses automatic 4G LTE backup technology to help keep your essential business functions running in the event of a network or power outage – with a battery backup for up to eight hours.

*"I need to keep an eye on my business when I'm not there"*

*"I need to keep a better eye on my inventory"*



## Video monitoring

Comcast Business offers a video monitoring solution called Comcast Business SmartOffice™ that lets you monitor your premises 24/7, even when you're away from your business.

## GO TO THE BIZ LEADS PORTAL AT [COMCASTBIZLEADS.COM](https://www.comcastbizleads.com)

Once you have uncovered an opportunity to refer Comcast Business simply submit your lead and reap the rewards!

**COMCAST  
BUSINESS**

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