

# BELLSOUTH

---

**BellSouth Telecommunications, Inc.**

150 South Monroe Street  
Suite 400  
Tallahassee, Florida 32301

[jerry.hendrix@bellsouth.com](mailto:jerry.hendrix@bellsouth.com)

**Jerry D. Hendrix**

Vice President  
Regulatory & External Affairs

Phone: (850) 224-7798

Fax (850) 224-5073

September 16, 2005

Beth Salak, Director  
Competitive Markets and Enforcement  
Attn: Tariff Section  
2540 Shumard Oak Boulevard  
Tallahassee, Florida 32399-0850

Dear Ms. Salak:

Pursuant to Florida Statute 364.051, attached for filing with the Commission are the following pages of BellSouth's General Subscriber Service Tariff and Private Line Services Tariff:

General Subscriber Service Tariff

Section A2 - Fifth Revised Page 35.5.16

Private Line Services Tariff

Section B2 - Second Revised Page 71.74

The purpose of this filing is to extend the end date for the BellSouth<sup>R</sup> Business Winning Rewards<sup>SM</sup> 3Q2005 Special Promotion. The Promotion began on July 1, 2005 and will end on Decemeber 31, 2005.

Acknowledgment, date of receipt and authority number of this filing are requested.

Your consideration and approval will be appreciated.

Yours very truly,

Regulatory Vice President

Attachments

Florida  
Promotion Description

**3Q BellSouth<sup>®</sup> Business Winning Rewards<sup>SM</sup> 2005**

**OVERVIEW OF PROMOTION**

BellSouth plans to offer the following special promotion beginning July 1, 2005 and ending on **December 31, 2005**.

This special promotion will be available to new and existing BellSouth business customers who spend between nine hundred dollars (\$900) to three hundred thousand dollars (\$300,000) per year in eligible regulated services.

**Program Eligibility**

- Available to new or existing BellSouth business customers and existing BBWR or BBPR customers whose contract expires within six (6) months, who subscribe to services that bill an aggregate monthly billing, across the BellSouth nine (9) state region, between seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in Total Monthly Billed Revenue (TBR), excluding those charges identified below\* for BellSouth regulated services and as identified on the list of Billed Telephone Numbers on the Enrollment Form for services provided in the nine (9) state BellSouth Region. Customer's monthly-billed revenue must total the monthly commitment amount or more in any given month to be eligible for this Promotion.
- Customer must sign a 12-, 24- or 36-month term agreement.
- This Promotion may also be combined with the following Promotions:
  - BellSouth<sup>®</sup> PRI Advantage (allowed for 12-23 month term and 24-48 month term; 49-72 month term excluded)
  - BellSouth<sup>®</sup> 2005 2T05 Centrex Promotion (allowed for Retention Only, a minimum 24-month agreement is required)
  - BellSouth<sup>®</sup> MegaLink Mileage Promotion

\*Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for eligible regulated services, excluding those associated with hunting services, all 911 regulated services, BellSouth<sup>®</sup> SMARTPath<sup>®</sup>, BellSouth Integrated Solutions (BIS), any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and other charges (including, but not limited to surcharges for 911 service and dual party relay service).

**Program Elements**

Rewards will appear within one (1) to two (2) billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services, no taxes or fees will be added to the monthly reward amounts given under this Promotion.

## Florida Promotion Description

### Rewards

During the term of the agreement the customer will receive rewards in accordance with one (1) of the three (3) options available below:

Option A: Rewards are as follows:

- 12-Month Term Monthly Reward = five percent (5%) of monthly TBR (capped at \$1,250 per month) and fifty percent (50%) of Hunting charges;
- 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges;
- 36-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$2,500 per month) and one-hundred percent (100%) of Hunting charges; Monthly Commit of seventy-five dollars (\$75) in monthly TBR for the term of the contract; once enrolled, if the monthly TBR falls below seventy-five dollars (\$75), no reward will be applied that month;
- New Service Rewards available (see below);
- Complete Choice for Business Package subscribers may participate in the Program but are not eligible to receive the additional hunting reward.

Option B: Rewards are as follows:

- 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges;
- 36-Month Term Monthly Reward = twelve percent (12%) of monthly TBR (capped at \$3,000 per month) and one-hundred percent (100%) of Hunting charges;
- Monthly Commit of two hundred and fifty dollars (\$250) in monthly TBR for the term of the contract; once enrolled, if the monthly TBR falls below two hundred and fifty dollars (\$250), no reward will be applied that month;
- New Service Rewards available (see below);
- Annual Bonus Reward (see below);
- Complete Choice for Business Package subscribers may participate in the Program but are not eligible to receive the additional hunting reward.

Option C: Rewards are as follows:

- 24-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$2,500 per month) and seventy-five percent (75%) of Hunting charges;
- 36-Month Term Monthly Reward = fifteen percent (15%) of monthly TBR (capped at \$3,750 per month) and one hundred percent (100%) of Hunting charges;
- Monthly Commit of five hundred dollars (\$500) in monthly TBR for the term of the contract; once enrolled, if the monthly TBR falls below five hundred dollars (\$500), no reward will be applied that month;
- New Service Rewards available (see below);
- Annual Bonus Reward available (see below);
- Complete Choice for Business Package subscribers may participate in the Program but are not eligible to receive the additional hunting reward.

## Florida Promotion Description

### New Service Rewards

Waiver of non-recurring installation charges and waiver of first month recurring charges for all new Qualifying Services ordered and installed during the term of the Agreement for customers under a 12-, 24- or 36-month term agreement. Qualifying Services are defined as: Business Lines, PBX trunks, BellSouth® MegaLink® Service, BellSouth® Centrex, BellSouth® Primary Rate ISDN, BellSouth® Frame Relay Service, Hunting/Rotary services, CrisisLink and Custom Calling features. A 12-month term agreement is required for BellSouth® Centrex, BellSouth® MegaLink® Service, BellSouth® Primary Rate ISDN and BellSouth® Frame Relay Service. A 36-month term agreement is required for BellSouth CrisisLink service with a 24- or 36-month BBWR term agreement.

### Annual Bonus Reward

An Annual Bonus Target will be established for new BBWR customers. The annual target for existing BellSouth Customers will consist of ninety percent (90%) of eligible regulated monthly TBR at the time they sign the term agreement multiplied by twelve (12). New customers will provide an estimate of their annualized eligible regulated monthly billing at the time they sign the term agreement. Customers may earn up to five percent (5%), dependent on term selected, of the Annual Bonus Target established when billing is met or exceeded. If the Customer does not meet the Annual target, rewards will not be paid. Rewards shall not exceed nine thousand dollars (\$9,000) per year for a two (2) year term and fifteen thousand dollars (\$15,000) per year for a three (3) year term. Rewards will be paid in Months thirteen (13) and twenty-five (25) of a 24-month term Agreement and Months thirteen (13), twenty-five (25) and thirty-seven (37) of a 36-month term Agreement. Customer understands that their signature on the BBWR term agreement constitutes the Customer's enrollment in the BellSouth Business 3Q promotion under this term election and the applicable tariffs; the signatory must have authority to commit their company to the term election agreement.

### Special Sweeteners

Customers who sign up for this program are also eligible for special sweeteners on the following optional services (these services will require a separate contract):

BellSouth® Long Distance Services provided by BellSouth® Long Distance, Inc.  
BellSouth® Fast Access® Business DSL Service  
BellSouth® Dedicated Internet Access (DIA)

### Termination Charges

Should Customer terminate the Agreement without cause or all services with BellSouth covered by this Promotion prior to the expiration of the selected term, Customer must reimburse BellSouth for all rewards received prior to the date of such termination. These charges will appear on the Customer's final bill as a charge in the OC&C section. Payment of this charge does not release the customer from other previous amounts owed to BST. Termination charges incurred under this Promotion are in addition to any applicable termination charges pursuant to the tariff or any other agreement.

Florida  
Promotion Description

**Program Restrictions**

- One (1) Promotion per customer  
Customers participating in Key Customer, Simple Savings, Simple Solutions, BellSouth® Business Rewards Plus, BellSouth® Business Premium Rewards, BellSouth® Business Winning Rewards 2005, Welcoming Rewards, Complete Choice for Business Term Agreement, Contract Service Arrangements (Contract Service Arrangements for Installation Waiver Only and Intra-Lata Toll Pricing are allowed.) Special Assembly, Volume and Term Agreements, BellSouth® Select Program or Custom Advantage are not eligible for this promotion. Additionally, BellSouth® SMARTPath service, BellSouth® Integrated Solutions (BIS), all 911service offering are excluded from this Promotion.
- Customers currently participating under an existing BellSouth® Small Business Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Customer has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Customer agrees to a term election agreement that provides for an equal or greater term and equal or greater amount of revenue under the new term agreement.
- Customers currently participating under an existing 2004 BellSouth Business Winning Rewards and BellSouth Business Premium Rewards Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing program if the Customer has six (6) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the Customer agrees to a term election agreement that provides for an equal or greater term and equal or greater amount of revenue under the new term agreement.
- Customers currently participating under an existing 2004 BellSouth Business Winning Rewards and BellSouth Business Premium Rewards Promotion are eligible for the New Service Rewards ordered and installed during the promotional time period.
- Customers exceeding three hundred thousand dollars (\$300,000) per year in annual TBR at the time of enrollment, are not eligible to participate in this promotion.

FLORIDA  
ISSUED: September 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: October 1, 2005

## A2. GENERAL REGULATIONS

### A2.10 Special Promotions (Cont'd)

#### A2.10.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority
BellSouth's Service			
Territory	BellSouth Business Winning Rewards 3Q2005	--Monthly Rewards will appear within one (1) to two (2) billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services that are billed. No taxes or fees will be added to the monthly reward amounts given under this promotion.	07/01/05 to 12/31/2005 (C)
-- From Central Office where services are available	--BellSouth plans the following promotion that will begin July 1, 2005 and end on <b>December 31, 2005</b> . This promotion offers subscribers Monthly Rewards, New Service Rewards and Annual Bonus Rewards as defined herein.  --BellSouth Business Winning Rewards (BBWR) promotion offers a waiver of certain installation and monthly recurring charges and provides monthly rewards to business customers who meet specific eligibility requirements.  --This promotion will be available to new or existing BellSouth customers who spend between nine hundred dollars (\$900) to three hundred thousand dollars (\$300,000) per year in eligible regulated revenue. The customer may choose from a 12, 24 or 36-month term agreement that has a monthly Customer Total Monthly Billed Revenue (TBR) commit of one of the following: seventy-five dollars (\$75), two hundred and fifty dollars (\$250), or five hundred dollars (\$500). If customer maintains monthly TBR commit amount, they will be eligible for rewards that range from five percent (5%) to fifteen percent (15%), depending on the term selected.  --Customers exceeding three hundred thousand dollars (\$300,000) in eligible billed total regulated revenue per year, at the time of enrollment, are not eligible to participate in this promotion.  --This promotion is available to new and existing BellSouth business customers who meet all the eligibility requirements defined in this promotion description and who bill between seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in monthly TBR excluding charges identified following for BellSouth regulated services and as identified on the list of Billed Telephone Numbers on the Enrollment Form for services provided in the nine state BellSouth region. Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 regulated services, BellSouth Integrated Solutions (BIS), SMARTPath, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service).	--During the term of the agreement the customer will receive rewards in accordance with one (1) of the following three (3) options:  <u>Option A:</u> Rewards are as follows: · 12-Month Term Monthly Reward = five percent (5%) of monthly TBR (capped at \$1,250 per month) and fifty percent (50%) of Hunting charges; · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$2,500 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of seventy-five dollars (\$75) in monthly TBR for the term of the contract; if the monthly TBR falls below seventy-five dollars (\$75), no reward will be applied that month; · New Service Rewards available (see following).  <u>Option B:</u> Rewards are as follows: · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = twelve percent (12%) of monthly TBR (capped at \$3,000 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of two hundred and fifty dollars (\$250) in monthly TBR for the term of the contract; if the monthly TBR falls below two hundred and fifty dollars (\$250), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).	(C)

FLORIDA  
ISSUED: September 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: October 1, 2005

## B2. REGULATIONS

### B2.7 Special Promotions (Cont'd)

#### B2.7.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority	
BellSouth's Service Territory -- From Central Office where services are available	BellSouth Business Winning Rewards 3Q2005  --BellSouth plans the following promotion that will begin July 1, 2005 and end on <b>December 31, 2005</b> . This promotion offers subscribers Monthly Rewards, New Service Rewards and Annual Bonus Rewards as defined herein.  --BellSouth Business Winning Rewards (BBWR) promotion offers a waiver of certain installation and monthly recurring charges and provides monthly rewards to business customers who meet specific eligibility requirements.  --This promotion will be available to new or existing BellSouth customers who spend between nine hundred dollars (\$900) to three hundred thousand dollars (\$300,000) per year in eligible regulated revenue. The customer may choose from a 12, 24 or 36-month term agreement that has a monthly Customer Total Monthly Billed Revenue (TBR) commit of one of the following: seventy-five dollars (\$75), two hundred and fifty dollars (\$250), or five hundred dollars (\$500). If customer maintains monthly TBR commit amount, they will be eligible for rewards that range from five percent (5%) to fifteen percent (15%), depending on the term selected.  --Customers exceeding three hundred thousand dollars (\$300,000) in eligible billed total regulated revenue per year, at the time of enrollment, are not eligible to participate in this promotion.  --This promotion is available to new and existing BellSouth business customers who meet all the eligibility requirements defined in this promotion description and who bill between seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in monthly TBR excluding charges identified following for BellSouth regulated services and as identified on the list of Billed Telephone Numbers on the Enrollment Form for services provided in the nine state BellSouth region. Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 regulated services, BellSouth Integrated Solutions (BIS), SMARTPath, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service).	--Monthly Rewards will appear within one (1) to two (2) billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services that are billed. No taxes or fees will be added to the monthly reward amounts given under this promotion.  --During the term of the agreement the customer will receive rewards in accordance with one (1) of the following three (3) options:  <u>Option A:</u> Rewards are as follows: · 12-Month Term Monthly Reward = five percent (5%) of monthly TBR (capped at \$1,250 per month) and fifty percent (50%) of Hunting charges; · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$2,500 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of seventy-five dollars (\$75) in monthly TBR for the term of the contract; if the monthly TBR falls below seventy-five dollars (\$75), no reward will be applied that month; · New Service Rewards available (see following).  <u>Option B:</u> Rewards are as follows: · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = twelve percent (12%) of monthly TBR (capped at \$3,000 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of two hundred and fifty dollars (\$250) in monthly TBR for the term of the contract; if the monthly TBR falls below two hundred and fifty dollars (\$250), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).	07/01/05 to 12/31/2005	(C) (C)

## A2. GENERAL REGULATIONS

### A2.10 Special Promotions (Cont'd)

#### A2.10.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority	
BellSouth's Service Territory	<del>(DELETED)</del> BellSouth Business Winning Rewards 3Q2005			(D)
-- From Central Office where services are available	--BellSouth plans the following promotion that will begin July 1, 2005 and end on <del>September 30, 2005</del> <u>December 31, 2005</u> . This promotion offers subscribers Monthly Rewards, New Service Rewards and Annual Bonus Rewards as defined herein.	--Monthly Rewards will appear within one (1) to two (2) billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services that are billed. No taxes or fees will be added to the monthly reward amounts given under this promotion.	07/01/05 to 09/30/05 <u>12/31/2005</u>	(C) (N)
	--BellSouth Business Winning Rewards (BBWR) promotion offers a waiver of certain installation and monthly recurring charges and provides monthly rewards to business customers who meet specific eligibility requirements.	--During the term of the agreement the customer will receive rewards in accordance with one (1) of the following three (3) options:		(N)
	--This promotion will be available to new or existing BellSouth customers who spend between nine hundred dollars (\$900) to three hundred thousand dollars (\$300,000) per year in eligible regulated revenue. The customer may choose from a 12, 24 or 36-month term agreement that has a monthly Customer Total Monthly Billed Revenue (TBR) commit of one of the following: seventy-five dollars (\$75), two hundred and fifty dollars (\$250), or five hundred dollars (\$500). If customer maintains monthly TBR commit amount, they will be eligible for rewards that range from five percent (5%) to fifteen percent (15%), depending on the term selected.	<u>Option A:</u> Rewards are as follows: · 12-Month Term Monthly Reward = five percent (5%) of monthly TBR (capped at \$1,250 per month) and fifty percent (50%) of Hunting charges; · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$2,500 per month) and one hundred percent (100%) of Hunting charges;		(N)
	--Customers exceeding three hundred thousand dollars (\$300,000) in eligible billed total regulated revenue per year, at the time of enrollment, are not eligible to participate in this promotion.	· Monthly Commit of seventy-five dollars (\$75) in monthly TBR for the term of the contract; if the monthly TBR falls below seventy-five dollars (\$75), no reward will be applied that month; · New Service Rewards available (see following).		(N)
	--This promotion is available to new and existing BellSouth business customers who meet all the eligibility requirements defined in this promotion description and who bill between seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in monthly TBR excluding charges identified following for BellSouth regulated services and as identified on the list of Billed Telephone Numbers on the Enrollment Form for services provided in the nine state BellSouth region. Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 regulated services, BellSouth Integrated Solutions (BIS), SMARTPath, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service).	<u>Option B:</u> Rewards are as follows: · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = twelve percent (12%) of monthly TBR (capped at \$3,000 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of two hundred and fifty dollars (\$250) in monthly TBR for the term of the contract; if the monthly TBR falls below two hundred and fifty dollars (\$250), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).		(N)



FLORIDA  
ISSUED: ~~July 16, 2005~~ September 16, 2005  
BY: Marshall M. Criser III, President -FL  
Miami, Florida

EFFECTIVE: ~~July 1, 2005~~ October 1, 2005

## B2. REGULATIONS

### B2.7 Special Promotions (Cont'd)

#### B2.7.2 Descriptions (Cont'd)

A. The following promotions are on file with the Commission: (Cont'd)

Area of Promotion	Service	Charges Waived	Period Authority	
BellSouth's Service Territory	<del>(DELETED)</del> BellSouth Business Winning Rewards 3Q2005		07/01/05	(D)
-- From Central Office where services are available	--BellSouth plans the following promotion that will begin July 1, 2005 and end on <del>September 30, 2005</del> <u>December 31, 2005</u> . This promotion offers subscribers Monthly Rewards, New Service Rewards and Annual Bonus Rewards as defined herein.	--Monthly Rewards will appear within one (1) to two (2) billing cycles after the term agreement has been signed and implemented unless specified otherwise in the following. Applicable taxes and fees will be based on the full retail price of all products and services that are billed. No taxes or fees will be added to the monthly reward amounts given under this promotion.	to 09/30/05 <u>12/31/2005</u>	(C) (N)
	--BellSouth Business Winning Rewards (BBWR) promotion offers a waiver of certain installation and monthly recurring charges and provides monthly rewards to business customers who meet specific eligibility requirements.	--During the term of the agreement the customer will receive rewards in accordance with one (1) of the following three (3) options:		(N)
	--This promotion will be available to new or existing BellSouth customers who spend between nine hundred dollars (\$900) to three hundred thousand dollars (\$300,000) per year in eligible regulated revenue. The customer may choose from a 12, 24 or 36-month term agreement that has a monthly Customer Total Monthly Billed Revenue (TBR) commit of one of the following: seventy-five dollars (\$75), two hundred and fifty dollars (\$250), or five hundred dollars (\$500). If customer maintains monthly TBR commit amount, they will be eligible for rewards that range from five percent (5%) to fifteen percent (15%), depending on the term selected.	<u>Option A:</u> Rewards are as follows: · 12-Month Term Monthly Reward = five percent (5%) of monthly TBR (capped at \$1,250 per month) and fifty percent (50%) of Hunting charges; · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = ten percent (10%) of monthly TBR (capped at \$2,500 per month) and one hundred percent (100%) of Hunting charges;		(N)
	--Customers exceeding three hundred thousand dollars (\$300,000) in eligible billed total regulated revenue per year, at the time of enrollment, are not eligible to participate in this promotion.	· Monthly Commit of seventy-five dollars (\$75) in monthly TBR for the term of the contract; if the monthly TBR falls below seventy-five dollars (\$75), no reward will be applied that month; · New Service Rewards available (see following).		(N)
	--This promotion is available to new and existing BellSouth business customers who meet all the eligibility requirements defined in this promotion description and who bill between seventy-five dollars (\$75) and twenty-five thousand dollars (\$25,000) in monthly TBR excluding charges identified following for BellSouth regulated services and as identified on the list of Billed Telephone Numbers on the Enrollment Form for services provided in the nine state BellSouth region. Customer Total Monthly Billed Revenue (TBR) consists of all BellSouth charges (recurring, non-recurring and usage) for regulated services, excluding those associated with hunting services, all 911 regulated services, BellSouth Integrated Solutions (BIS), SMARTPath, any other BellSouth program or promotion or CSA, taxes, late payment charges, charges billed pursuant to Federal or State Access Service Tariffs, and charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay service).	<u>Option B:</u> Rewards are as follows: · 24-Month Term Monthly Reward = eight percent (8%) of monthly TBR (capped at \$2,000 per month) and seventy-five percent (75%) of Hunting charges; · 36-Month Term Monthly Reward = twelve percent (12%) of monthly TBR (capped at \$3,000 per month) and one hundred percent (100%) of Hunting charges; · Monthly Commit of two hundred and fifty dollars (\$250) in monthly TBR for the term of the contract; if the monthly TBR falls below two hundred and fifty dollars (\$250), no reward will be applied that month; · New Service Rewards available (see following); · Annual Bonus Reward available (see following).		(N)