

Up To Speed Live
Tuesday, September 3, 2024

>> HEY, V TEAM, THANKS FOR JOINING US TODAY.
I HOPE EVERYONE IS HAVING A GREAT DAY SO FAR.
LET'S JUMP RIGHT INTO THE SHOW WITH A QUICK QUESTION.
HAVE YOU SEEN T-MOBILE'S SUBSIDIARY MINT MOBILE'S NEW OFFER?
WELL, THEY'RE GIVING VERIZON CUSTOMERS WHO SWITCH TO MINT MOBILE A
PLAN AT THE RATE OF \$15 PER MONTH WITH UP TO FOUR ADDITIONAL LINES
AT NO ADD THE COST.
BUT HERE'S THE CATCH.
THEY DIDN'T MENTION THAT THIS ONLY APPLIED FOR THE FIRST THREE
MONTHS AND THAT THERE WERE ADDED TAXES AND FEES CHARGED TO THE
CUSTOMER FOR EACH LINE.
PLUS MINT'S ADVERTISED UNLIMITED PLAN IS ACTUALLY A 40 GIGABYTE DATA
PLAN IN THEN SLOWS DOWN AFTER 40 GIGABYTES IS EXCEEDED.
WHEN VERIZON VALUE GOT WIND OF THIS, THEY ACTED FAST AND WITHIN
2024 HOURS THE TEAM SET UP A COUNTEROFFER ON VISIBLE AIMED AT
SINGLE-LINE CUSTOMERS COMING FROM ARE T-MOBILE.
A FIVE-YEAR RATE OF \$15 PER MONTH FOR EACH LINE THEY ADDED TO THE
NETWORK WITH NO ADDED FEES.
AND THEN THEY TOOK IT ONE STEP FURTHER.
NEW CUSTOMERS WHO BRING THEIR OWN DEVICE TO TOTAL WIRELESS FROM
ANY T-MOBILE BRAND CAN GET THE TOTAL 5G UNLIMITED PLAN FOR ONLY \$15
PER MONTH PER LINE WHEN SWITCHING TWO OR MORE LINES WITH A FIVE-
YEAR PRICE GUARANTEE WITH TAXES AND FEES INCLUDED.
SO A BIG SHOUT-OUT TO VISIBLE AND TOTAL WIRELESS FOR GIVING OUR
CUSTOMERS SAVINGS, SERVICE, AND VALUE.
THAT'S THE WAY TO DO IT.
ALL RIGHT.
NOW WHERE ARE MY FOOTBALL FANS?
THE OFFICIAL START TO THE NFL SEASON IS UPON US AND THIS IS YOUR
REMINDER THAT VERIZON HAS AN EXCLUSIVE OFFER FOR NFL SUNDAY
TICKET FROM YOUTUBE AND YOUTUBE TV ON US.
NOW THIS ALL ADDS UP TO \$449 IN SAVINGS, AND YOU'RE PROBABLY ASKING,
HOW DO I GET IT?
WELL, HERE'S HOW.
PURCHASE A SELECT SMARTPHONE LIKE THE SAMSUNG GALAXY Z FOLD6 AND
GALAXY FLIP6 OR THE GOOGLE PIXEL FOLD.
FOR NEW MOBILE CUSTOMERS, SIGN UP ON PLUS OR UNLIMITED ULTIMATE.
NOW IF YOU'RE AN EXISTING CUSTOMERS, NO WORRIES, ADD A LINE TO YOUR
UNLIMITED PLUS OR UNLIMITED ULTIMATE PLAN.
FOR MORE INFO, CHECK TODAY'S STORY.
MOVING ON TO NEWS THAT'S OUT OF THIS WORLD.

FOR THOSE INTERESTED IN OUR INVESTMENT IN SATELLITE COMMUNICATIONS, YOU'LL WANT TO HEAR THIS. SKY LOW, A PIONEER AND NONTERRESTRIAL NETWORK COMMUNICATIONS HAS TEAMED UP WITH US TO LAUNCH A DIRECT-TO-DEVICE MESSENGER SERVICE SO CUSTOMERS ON SMARTPHONES HAVE ACCESS TO TEXTING AND EMERGENCIES EVEN WHEN A NETWORK IS NOT AVAILABLE. NEXT YEAR VERIZON WILL OFFER THE ABILITY TO TEXT ANYWHERE VIA SATELLITE FOR CUSTOMERS WITH SELECT DEVICES. REALLY EXCITING NEWS COMING OUT OF THIS SPACE, NO PUN INTENDED. I CAN'T WAIT TO SEE WHAT ELSE WE DO THERE. ALL RIGHT.

WE'RE ENDING TODAY'S SHOW WITH A SPECIAL SHOUT-OUT. CONGRATULATIONS TO JULY'S NUMBER 1 RETAIL REP IN THE COMPANY, TRAVIS CAMPBELL. TRAVIS IS PART OF OUR ASHTABULA, OHIO START AND IS REPRESENTING THE GREAT LAKES MARKET. RECENTLY HE CHATTED WITH GREAT LAKES MARKET PRESIDENT ANDY BRADY FOR HOW PERSISTENCE IS A KEY ROLE IN HIS SUCCESS. LET'S LOOK AT WHAT HE HAS TO SAY ABOUT HIS WINNING MENTALITY. >> THIS IS LIKE AN ANALOGY I LIKE TO USE, BECAUSE WE CALL A LOT OF THINGS HERE LIKE THE PITCH, RIGHT?

LIKE WHAT'S YOUR PITCH? AND I LIKE TO SAY LIKE I LIKE TO VISUALIZE A PITCHER AND HE'S ON THE MOUND AND A PERSON GETS UP TO BAT. NOW, WHEN I THROW THE PITCH, I DON'T KNOW EXACTLY WHEN HE'S GOING TO SWING, I DON'T KNOW EXACTLY HOW FAR IT'S GOING TO GO IF HE HITS IT. AND I DON'T KNOW EXACTLY WHAT'S GOING TO HAPPEN AFTER THAT. BUT MY JOB IS TO THROW THE STRIKE THE BEST THAT I CAN. PUT SOMETHING OVER THE PLATE. SO I'D LIKE TO TALK ABOUT VERIZON NOT FROM LIKE A HEY, LIKE YOU KNOW, THIS IS LIKE KINDA LIKE A ROBOT STANDPOINT, THIS AND THIS AND THIS AND THIS. IT'S LIKE HEY, LET'S TALK LIKE ME AND YOU ARE TALKING RIGHT NOW, ANDY. HERE'S OUR SERVICES, HERE'S WHAT IT'S LOOKING LIKE. AND WE KIND OF GO IN CERTAIN DESIGN AND GET CREATIVE WITH IT AND BY THE TIME WE'RE DONE IT MAKES SENSE NOT ONLY SAVING THE CUSTOMER USUALLY, BUT IT'S SOMETHING THEY'RE INTERESTED IN. AND MOST OF THE TIME THEY DIDN'T EVEN KNOW THAT WE ACTUALLY CARRIED HERE AT VERIZON.

>> THAT'S AWESOME. A GREAT METAPHOR THERE AS WELL. TRAVIS, THANK YOU FOR INSPIRING US AND CONGRATULATIONS AGAIN. I THINK THAT'S A GREAT WAY TO END TODAY'S SHOW. THANK YOU FOR TUNING IN. AND UNTIL NEXT TIME, YOU'RE UP TO SPEED.