
SECTION 5 - PROMOTIONS

5.1 Promotional Offerings

From time to time the Company shall, at its option, offer promotions to stimulate subscription or network usage including, but not limited to, offering to waive some or all of the nonrecurring, recurring, or usage charges for the Customer (if eligible) of target services for a limited duration. Such promotions shall be made available to all similarly situated Customers in the target market area.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.2 [Reserved For Future Use]

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Acquisition Free Minutes Promotion has been removed

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.3 [Reserved For Future Use]

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Acquisition Percent Discount Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.4 [Reserved For Future Use]

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Reserved Free Minutes Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.5 [Reserved For Future Use]

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Acquisition Percent Discount Promotion #3 has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.6 [Reserved For Future Use]

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Percent Discount International Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.7 [Reserved for Future Use]

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Arlington, Virginia 22201

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N05-45; N09-63

5.8 [Reserved For Future Use]

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.9 [Reserved for Future Use]

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.10 [Reserved For Future Use]

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Special Event Marketing has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.11 [Reserved For Future Use]

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Acquisition Free Minutes Promotion #2 has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)**5.12 Merchandise Promotion**

From time to time, the Company may offer to the potential Customer complimentary non-telecommunications merchandise (total value at a cost to the Company not to exceed \$100) if the Customer designates the Company as the Customer's Primary Interexchange Carrier. This promotion is limited to one offer per Customer up to once per quarter (or not greater than four times per year). The Company may also offer such merchandise to existing Customers as an incentive to retain such Customers.

5.13 Demonstration of Service Promotion

From time to time, the Company shall demonstrate its services by providing free calls to the Customer or potential Customer of up to ten minutes duration over its network. These promotional/demonstration calls will originate only from distinct temporary demonstration booths.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.14 Bundled Offering Promotion # 1

This promotion is offered to Business Customers who subscribe to the Business Plan 2 interexchange calling plan offered by the Company, as described elsewhere in this price list ("eligible plan"), and who also subscribe to at least one of the services described further below, offered by a carrier affiliated with the Company. To be eligible for this promotion, the Customer: (a) must subscribe to the Company's eligible plan before September 1, 2002 via sales channels designated by the Company; and (b) must demonstrate to the satisfaction of the Company at the time of subscription to the Company eligible plan that the Customer also subscribes to at least one of the services specified below.

Eligible Business Customers must subscribe to Centrex, CustoSak, CustoSlex, ISDN PRI, DSL, Private Line, Frame Relay, FlexGrow, SMDS, ATM or DS-1. These services are defined in the Company affiliate's applicable price lists or contracts. Customers who satisfy all promotion eligibility requirements set forth in this section shall receive a monthly discount of 5% on all long distance usage charges, including international usage charges, beginning with the first full month's billing cycle, plus the first partial month if enrollment begins prior to the first full billing cycle after subscription to the Company's eligible plan. Customers who discontinue or cancel the Company's service or the affiliated carrier's eligible service or whose service is refused, canceled, or discontinued by the Company under this price list, or by the affiliated carrier, shall forfeit eligibility for the discount. This discount may be combined with other applicable promotional offerings. The amount of the discount will be calculated by applying the discount percentage after all other applicable discounts and credits.

When this promotion is applied to intrastate, interstate and international calling, the promotions are not cumulative (e.g., a single 5% discount applies to total long distance usage).

This promotion is no longer available to new Customers.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.15 [Reserved For Future Use]

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Upsell Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.16 [Reserved For Future Use]

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.17 Business Plan 1 25% Discount Promotion

This promotion is available to new Business Customers who presubscribe to the Company's Business Plan 1, without selecting the Bundled Option. Eligible Customers will receive a 25% discount on intrastate usage charges associated with Business Plan 1 for three consecutive full billing cycles for the call types listed as follows. Call types that will be discounted include direct dial, inbound toll-free switched and dedicated, and Travel Card.

International calls and non-Business Plan 1 calls are not eligible for the discount.

If the Customer terminates the Company's presubscribed service prior to the completion of three billing cycles, or if such service is terminated by the Company during such time, the Customer will only be entitled to the applicable discount for any billing cycle completed prior to such termination.

This offer is no longer available to new Customers.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.18 [Reserved For Future Use]

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Two Line Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.19 [Reserved For Future Use]

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Customer Appreciation Day has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.20 [Reserved For Future Use]

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Additional Line Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.21 Business High Value Loyalty Award # 2

The Company offers to existing Business Customers a one-time bill credit based on the average monthly spending for the first two (2) months. A total of interstate, international, intrastate, travel card, toll free, and operator service calls will be counted toward the total dollars billed to determine the average spending level.

The bill credit will be posted on the third month's bill. The credit must be used in the month granted and will not carry over to the next month. Any credit not used will be forfeited.

The Business customer who discontinues the Company's service, or whose service is discontinued by the Company, prior to exercising earned bill credits forfeits remaining eligibility.

<u>Average Spending Level</u>	<u>Applicable Bill Credit</u>
\$0.00 - \$49.99	No award
\$50.00 - \$100.99	\$25.00
\$101.00 +	\$50.00

This offer is no longer available to new Customers.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.22 Winback Promotion # 2

This promotion provides eligible Customers with a 10% discount off of direct dialed usage charges for a six month period. The discount will be applied to price listed usage rates for all services, exclusive of international calling, Directory Assistance, Directory Assistance Call Completion and Operator Assisted calling, after the application of any other credits. The discount will appear on the same invoice as contributing usage.

This promotion is available to returning Business Customers who have discontinued the Company's services and subscribed to another long distance service provider. This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

Customers who discontinue the Company's presubscribed service, or whose service is discontinued by the Company, prior to exercising the discounts, forfeits remaining eligibility.

This offer is no longer available to new Customers.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.23 [Reserved For Future Use]

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Acquisition Free Minutes Promotion #3 has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.24 [Reserved For Future Use]

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Loyalty Promotion #2 has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.25 Q4 Mass Campaign Promotion

This promotion is available to new Business Customers who presubscribe to the Company's domestic interstate, interexchange service through Company-designated sales channels for Company-designated marketing campaigns.

Eligible Business Customers must subscribe to a local service from an affiliate of the Company. These services are defined in the Company affiliate's applicable price lists or contracts.

The eligible customer will receive 200 complimentary domestic long distance minutes. The complimentary minutes will be applied in increments of 100 minutes per bill cycle, for two consecutive bill cycles. Complimentary minutes will be awarded to the eligible Customer beginning with the Customer's first partial or next full months of service following enrollment in this promotion. If the Customer signs up in the middle of a bill cycle, they will receive 100 minutes on the partial bill cycle, plus 100 minutes for each of the next two full billing cycles. Minutes must be used in the month granted and will not carry over from month-to-month.

This offer is not available in conjunction with Toll Free RespOrg free minutes.

This offer is valid until December 31, 2002.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.26 1Q07 Business Unlimited Long Distance Acquisition Promotion

This promotion offers eligible Customers \$13.00 upon subscription to the Business Unlimited Long Distance Service with a 1 year term plan. The Customer will receive a letter from the Company's designated agent informing them of their eligibility for this promotional check. The Customer must contact the designated agent within 45 days from the date of notification to request their check. The designated agent will send the Customer a check via U.S. Mail, which also includes the promotional amount offered by the affiliated local exchange company

This promotion is available to new and existing Business Customers who do not currently subscribe to the Business Unlimited Long Distance Service. This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer is not valid with any other promotional offer.

This offer expires on March 31, 2007.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.27 [Reserved For Future Use]

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Plan O-Unlimited Discount - Pennsylvania Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.28 [Reserved For Future Use]

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The Freedom Credit Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.29 [Reserved For Future Use]

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FiOS Bundle Discount-Pennsylvania Promotion has been removed.

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SECTION 5 - PROMOTIONS, (Cont'd.)

5.30 1H08 Winback Offer

This offer is available to returning Business Customers who subscribe to a business calling plan with a term commitment from the Company, as well as one of the eligible services from an affiliate of the Company as described below. The qualifying Customer will receive a corresponding bill credit as described below:

<u>Eligible Calling Plan</u>	<u>Credit Description</u>
Standard Business Line, Centrex or CustopAK Service with a dial tone term plan from an affiliate of the Company.	\$75 credit per account (\$75 value)
Standard Business Line, Centrex or CustopAK Service with a dial tone term plan and Digital Subscriber Line (DSL) or Fiber Optic Service (Fios) with a term plan from an affiliate of the Company. The DSL or Fios service must be 3 Mbps or higher.	\$100 credit per account (\$100 value)

This offer may not be combined with any other promotional offer.

This offer expires on June 27, 2008.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.31 1Q08 Upsell Rebate

1Q08 Upsell Rebate is offered to new and existing Business Customers who meet the eligibility criteria described below. The qualified Customer will receive a \$30.00 check within 60 days after implementation on the Customer's account. The Customer will receive a letter from the Company's designated agent informing them of their eligibility for this promotional check. The Customer must contact the designated agent within 45 days from the date of notification to request their check. The designated agent will send the Customer a check via U.S. Mail, which also includes the promotional amount offered by the affiliated local exchange company.

Eligibility Criteria:

To qualify the Business Customer must meet all of the following conditions:

- A. Subscribe to Business Unlimited Long Distance Bundled Service Option; FirmRate Advantage; or FlexDistance with either a \$24, \$40, or \$65 Minimum Spend Level.
- B. Must purchase DSL/FIOS (at \$39.99 and above) from an affiliated local exchange company

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly credits forfeits remaining eligibility, including future credits.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer may be combined with applicable nonrecurring charge promotional offers, but may not be combined with any other monthly recurring charge promotional offer.

This offer expires on March 31, 2008.

SECTION 5 - PROMOTIONS, (Cont'd.)

5.32 2008 Fast Start Long Distance Promotion

The 2008 Fast Start Long Distance Promotion is offered to new Business Customers that presubscribe to either the Business FlexDistance or SimpleOptions Long Distance calling plans with either a one or three term plan.

The qualified Customer who satisfies the promotion eligibility requirements set forth above shall receive a 25% discount on all long distance usage for 12 consecutive months. The discount will appear on each month's bill.

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly discounts forfeits remaining eligibility, including future discounts.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer is not available in conjunction with any other promotion.

This offer expires on June 30, 2008.

SECTION 5 - PROMOTIONS, (Cont'd.)**5.33 15% Long Distance Usage Discount Promotion**

The 15% Long Distance Usage Discount Promotion is offered to new Business Customers that presubscribe to either the FlexDistance Long Distance Plan with a Minimum Spend Level of \$24, \$40 or \$65; the FirmRate Advantage Plan or the FirmRate Plus Plan.

The qualified Customer who satisfies the promotion eligibility requirements set forth above shall receive a 15% discount on all long distance usage for 12 consecutive months. The discount will appear on each month's bill.

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly discounts forfeits remaining eligibility, including future discounts.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer is not available in conjunction with any other promotion.

This offer expires on July 1, 2008.