

TNCI/Alliance Equity Plan Redefines Earnings Opportunity for Agents

THE GROUNDBREAKING PARTNERSHIP between TNCI and the Agent Alliance is redefining the earnings opportunity for the agent community. The TNCI/Alliance Equity plan allows agents to yield higher immediate bonus and commission payouts along with an unprecedented opportunity for future return. The basis for this unprecedented opportunity is TNCI's plan to execute a liquidity event, most likely a sale of the business. The targeted timing of this event follows the close of the 2010 calendar year.

What makes this plan unique is TNCI's experience to deliver such a transaction. TNCI's parent company, Trans National Group, is headquartered in Boston and has been in the business of starting businesses, managing them to optimal valuation levels and then executing sales transactions. In its 30-plus years of operation, Trans National Group has started more than 25 businesses and successfully managed and sold many of these businesses to tremendous financial gain. This is the experience level and commitment supporting TNCI's plan. Others might announce a similar strategy in response to TNCI's plan, but without completing the necessary due diligence within the financial community and without the experience of successfully completing many similar transactions, such announcements are more fantasy than reality.

Under the terms of the TNCI/Alliance Equity Plan, agents who align with an existing Agent Alliance member or directly with TNCI will earn exceptional residual commissions and bonuses for new business they put on the TNCI network from day one.

But the real value of the program is the opportunity for agents to earn an equity share in TNCI equal to four to five years of commission. When TNCI is sold, agents with a \$50,000 billing base can earn an equity payout up to six times their billing base; those with a base of \$150,000 can increase the equity payout to up to nine times their base.

What's more, agents will continue to receive their monthly residual commissions after TNCI is sold.

The TNCI/Alliance Equity Plan enables all participants to act together to redefine the value of the agent channel. By coming

together under the plan, the agent community can prove its revenue-producing horsepower and share in the profits resulting from its efforts within just a few years.

"The strength of the TNCI/Alliance Equity Plan is that it truly redefines the channel, providing agents with a new way to think about the future of their business," said Bill Power, CEO of the Agent Alliance, a buying consortium of agents representing more than \$300 million in annual billing. "As successful agents, we all know how to sell; this plan gives us the ability to come together and generate far greater value by acting toward a common goal. This collective action raises the stakes and enables us to share in the value that is generated when we successfully become a single strategic force rather than just a number of independent sales professionals."

FIND OUT MORE AT THE CHANNEL PARTNERS CONFERENCE & EXPO

What:	TNCI/Alliance Equity Plan Information Session
When:	3 – 3:50 p.m., Monday, Aug. 18
Where:	Amphitheater, World Trade Center
Who:	Bill Power, Agent Alliance CEO, Brian Twomey, TNCI President & CEO

"The opportunity that this presents is truly unprecedented, and I can't imagine why every single independent agent wouldn't want to take the opportunity to at least look into this plan in detail and see just how solid and exceptional an opportunity this is."

The Agent Alliance has put its selling power behind TNCI because of the company's 16-year track record, its willingness to partner with the agent community toward mutually beneficial goals and its ability to build a saleable telecommunications company.

"TNCI is uniquely positioned to deliver a high-value transaction based upon the 30-year track record of TNCI's parent company Trans National Group," said TNCI president and CEO Brian Twomey. "Others may promise — our history says we can deliver."

There have been other agent programs in the past, but none has combined the commitment of the channel and an executable exit plan on day one. This combination is appealing to agents that want to be rewarded for being the engine behind their carrier's success. Agents no longer have to watch owners take big after-sale payouts while their own hard-won commissions are cut off.



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