



November 1, 2009

Dear Prospective Agent Partner,

I wanted to make you aware of a new program we have launched that is revolutionary in the Master Agency space. Before I do, however, let me give you some background.

MicroCorp has many agents that have built significant bases of business with us over the years. These agents bring their business to MicroCorp to leverage the safety of our revenue volume, strong contract terms, high commission payouts and a solid support infrastructure and team. As these bases have grown, agents are finding themselves with the following dilemma: *“Should I continue to give MicroCorp more of my business or should I start to spread my revenue around to other Master Agencies? After all, MicroCorp does a great job in supporting my business, but what if something happened to MicroCorp, what happens to my revenue stream?”*

That is a great question, and as a fellow business owner, I fully understand the need to manage your risk and diversify your income. After all, it is the prudent thing to do.

Before November 1, 2009, this risk existed with every Master Agency, and MicroCorp was no exception. But this has now changed. And here is why:

We at MicroCorp want to make sure there is no artificial ceiling in the amount of carrier business you entrust under our care and management. You should have complete confidence that you are going to be paid no matter if you are placing your first order or your one thousandth order with us. The scale of your business with MicroCorp should not matter and it is up to us to remove any risk as your base continues to grow, even if this risk is highly unlikely to ever even occur.

Therefore, back in late spring 2009 we met with a team of corporate attorneys to figure out a way to achieve the following:

- Provide legal ownership to our agents in their proportionate share of the commissions earned. Therefore, in the highly unlikely event something happens to MicroCorp, their commission stream would be protected.
- At the same time, we need to maintain the contractual commitments that we have in place with our carrier partners.
- Finally we need to maintain the integrity of our agent agreements with our Channel Partners and VARs

This past September our counsel delivered the final draft of the document that takes into account these primary objectives.

Therefore, on November 1, 2009 we launched our **Commission Assurance Program™** to all of our direct agents and VARS and today we are making it available to you.

MicroCorp is the FIRST and ONLY Master Agency that gives our channel the LEGAL PROTECTION and OWNERSHIP of their MicroCorp commissions so that you are protected in the unlikely event MicroCorp experienced any type of financial distress that would otherwise put your income stream at risk.

In other words, if MicroCorp went out of business, the Commission Assurance Program™ would kick in and your revenue stream would be protected. Therefore, by having this program in place, we effectively eliminate the need of you having to diversify your revenue outside of MicroCorp in order to mitigate this type of risk.

We think this is a big win for all parties involved.

This program provides a creative solution to the lingering question that is in the back of all agents minds: *"What if something happens to my Master Agency"*. Well, with MicroCorp you can now be protected while you continue to grow your revenue.

We have always felt that you are not a sub-agent of MicroCorp, but rather a partner. As you grow your revenue stream with us, I hope you will find that our new Commission Assurance Program™ is just one of the many ways in which we earn your business, not just today, but well into the future.

This program was designed to protect you, our partner, in the event something happened to MicroCorp. But rest assured that **MicroCorp is a very healthy and stable company**. We are very conservative in how we manage our business; we are profitable and have no debt. Therefore, the likelihood of MicroCorp going away due to any type of financial distress is highly remote. Nonetheless, we respect your need to effectively manage risk. We wanted to take responsibility for this risk so that you can grow your business with MicroCorp in complete confidence. This is why we built the Commission Assurance Program™.

If you are not a MicroCorp Agent, [Click Here](#) and join the **Oldest and NOW Safest Master Agency program in the telecom industry.**

Best Regards,

Brad Miehle
President /C.E.O.



Corporate Office
2874 Johnson Ferry Rd
Suite 100
Marietta, GA 30062

TEL 770-649-1919
FAX 770-649-1717

www.microcorp.com