

Point Broadband

Pricing and Promotions Summary for Reps

Drive Period 3 | July 1 to September 30, 2026 | Embarc Solutions

Check the cabinet before you quote. Every address falls into one of two pricing tiers, Standard or Hyper-Competitive, and the tier is set by the customer cabinet. Quoting the wrong tier costs you the sale or costs the company margin.

Plans and Pricing

Plan	Standard / Cable Capture	Hyper-Competitive	Gift Card
Fiber 300	\$39/mo for 12 months	\$29/mo for 12 months	None
Fiber 500	\$49/mo for 12 months	\$39/mo for 12 months	\$100
Fiber 1 Gig	\$59/mo for 12 months	\$49/mo for 12 months	\$200
Fiber 2 Gig (where available)	\$79/mo for 12 months	\$69/mo for 12 months	\$300

- Every plan includes Smart Home Wi-Fi and free standard installation up to a 150 ft drop. Fees may apply beyond 150 ft.
- EBAP is required on every plan.

What You Can Offer Door to Door

Offer	Applies to
First month free	Fiber 500, Fiber 1 Gig, Fiber 2 Gig
2 year price lock (close tool)	Fiber 1 Gig and above
Senior and military, 10 percent off	Fiber 500 and above
Gift card	Fiber 500 and above, see table above

- **Promotions are not stackable. Pick the one that closes the deal.**
- Fiber 300 carries no gift card, no price lock, and no senior or military discount.
- Promotions apply in all cabinets except Auburn student and non-student MDUs.

The \$10 Autopay Rule

- If the customer does not enroll in BOTH electronic billing and automatic payments, their rate goes up by \$10 per month.
- Set this expectation at the door. It is the single most common source of first-bill complaints and cancellations.

How Gift Cards Actually Work

- Issued 60 days after installation, and only once the customer has paid their first full bill.
- Sent by email to the address captured at the point of sale, so get that email right.
- The customer has 90 days to claim before the funds expire.
- At claim time the customer chooses an e-gift card or a physical card mailed to the billing address.
- Once claimed, the card expires 6 months later.

Before You Knock

- You need all three before your first door: your assigned turf, your SalesRabbit access, and your personal order URL.
- **Orders placed without your personal order URL will not be credited to you.**
- If your email address changes, tell your manager immediately. Your email is built into your order URL, and a wrong address means you get no order status and no credit until a new URL is issued.
- Entering a test order? Name the customer Test Test and keep tests to a minimum. Real test orders take real installation slots.

Questions and the Full Deck

- This is a rep-facing summary. The complete Point Broadband promotions deck, including billing codes and the full carrier detail, is an internal document.
- **To request it, contact your Embarc manager or email onboarding@embarcsolutions.com.**
- For pricing questions your manager cannot answer, Embarc will escalate to Point Broadband. Do not contact the carrier directly.

Pricing valid July 1 to September 30, 2026 and subject to change by Point Broadband. Confirm current offers with your manager before quoting outside this window. Prepared by Embarc Solutions Sales Operations, August 14, 2026.