

|                               |                      |                             |                |                           |
|-------------------------------|----------------------|-----------------------------|----------------|---------------------------|
| <b>B</b>                      | <b>I</b>             | <b>N</b>                    | <b>G</b>       | <b>O</b>                  |
| REDEEM QANTAS POINTS IN STORE | \$100 ACCESSORY SALE | APP                         | POST MBB       | HIT PRE MBB TARGET        |
| 2ND SERVICE                   | QANTAS PLAN          | INSURANCE                   | \$130 UPGRADE  | POST NEW                  |
| SELL A SHARED BUNDLE          | \$200 ACCESSORY SALE | GET 3 PROMOTERS IN ONE WEEK | HIT NEW TARGET | POST MBB                  |
| HIT POST MBB TARGET           | INSURANCE            | BIZ CONNECT                 | INSURANCE      | 100% NPS AND ISE RESPONSE |
| POST MBB                      | 2ND SERVICE          | SHARED POST MBB             | APP            | BIZ MBB                   |

|                      |                      |                             |                      |                               |
|----------------------|----------------------|-----------------------------|----------------------|-------------------------------|
| <b>B</b>             | <b>I</b>             | <b>N</b>                    | <b>G</b>             | <b>O</b>                      |
| SELL A SHARED BUNDLE | \$200 ACCESSORY SALE | POST NEW                    | \$130 UPGRADE        | 100% NPS AND ISE RESPONSE     |
| APP                  | POST MBB             | GET 3 PROMOTERS IN ONE WEEK | HIT PRE MBB TARGET   | INSURANCE                     |
| 2ND SERVICE          | APP                  | INSURANCE                   | INSURANCE            | REDEEM QANTAS POINTS IN STORE |
| HIT POST MBB TARGET  | 2ND SERVICE          | QANTAS PLAN                 | BIZ CONNECT          | POST MBB                      |
| POST MBB             | SHARED POST MBB      | BIZ MBB                     | \$100 ACCESSORY SALE | HIT NEW TARGET                |

|                                 |             |                       |                                   |                                        |
|---------------------------------|-------------|-----------------------|-----------------------------------|----------------------------------------|
| <b>B</b>                        | <b>I</b>    | <b>N</b>              | <b>G</b>                          | <b>O</b>                               |
| POST<br>MBB                     | INSURANCE   | 2ND<br>SERVICE        | APP                               | BIZ<br>CONNECT                         |
| 100% NPS<br>AND ISE<br>RESPONSE | BIZ<br>MBB  | 2ND<br>SERVICE        | GET 3<br>PROMOTERS<br>IN ONE WEEK | REDEEM<br>QANTAS<br>POINTS<br>IN STORE |
| HIT<br>POST<br>MBB<br>TARGET    | POST<br>MBB | INSURANCE             | \$200<br>ACCESSORY<br>SALE        | QANTAS<br>PLAN                         |
| SELL A<br>SHARED<br>BUNDLE      | INSURANCE   | SHARED<br>POST<br>MBB | \$130<br>UPGRADE                  | \$100<br>ACCESSORY<br>SALE             |
| HIT<br>NEW<br>TARGET            | POST<br>NEW | POST<br>MBB           | APP                               | HIT PRE<br>MBB<br>TARGET               |