

From: BJones@allglobe.com

Subject: Promotion Report for Small Business Sales – Eastern Region

Date: Jan 3, 2019 at 11:37 am

To: Chris_Brown@allglobe.com

Dear Chris,

My group did a great job last quarter with the new sales promotion. We signed up 9 new customers. There are two customers – Buildmore Construction and Premier Education – that I could not reach before the end of the quarter. I know these customers really well but their CEOs were both out of town the last two weeks of March on vacation. Because They have told me in the past that they wanted a service like this and because I did not want them to miss out on this promotion, I had the service turned on for them and I included them in the report. That means we will have 11 customers in total and will be eligible for the bonus. Don't worry, after I contact them next week I will just turn the service off if they tell me they don't want it after all. I think there is a near zero percent chance of that. Please approve the promotion report when you see it. I'll make sure everything works out correctly in the end.

Best regards,

Bill

William Jones
Sales Manager
Small Business Phone Systems – Eastern region

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Ph: (212) 555-7235
Fax (212) 555-7534
Email: BJones@allglobe.com