

FAQ's – REVISED effective Oct 1 – Dec 31, 2010

Here are the particulars for the new offer:

Buy one Certification Preparation Course with exam* and get one Self-Paced E-Learning and Exam for half price**

*The **first** product can be any of the following:

- Instructor-Led Traditional Classroom
- Self-Paced E-Learning and Exam
- Self-Paced E-Learning and Exam – Green Option
- Instructor-Led Live Online

The **discounted second product can be any of the following:

- Any 60 or 120 day Self-Paced E-Learning and Exam
- Any 60 or 120 day Self-Paced E-Learning and Exam – Green Option
- Offer can be used multiple times.
- The offer will **take effect Oct 1 and will expire on December 31, 2010.**
- The promotional code for this offer is **PRMED310C** and can be used for a purchase made online or by calling our Customer Relationship Service team.
- The offer includes both WorldatWork hosted courses and Local Network hosted courses as a first item purchase. For Local Networks which do not have full service hosted courses, those local network members will be required to call Customer Relationship Services to utilize this offer for certification preparation courses hosted by the non full-service local network.
- Offer is for both Members and non-members and the discount is computed from the respective member and non member prices.

The pricing grid is attached for reference

- **How should the local associations execute?**
This special offer can be promoted to all local network members and offers a variety of different educational solutions that benefit both the local association through a revenue share opportunity and the member. Promotion of this offer should be through all available marketing communications.

Communication recommendations

- Prominent placement on the Local Network's Web site Home Page
- Special announcement e-mail or inclusion in standard email communications to Local Network members.
- Promote during regularly scheduled monthly membership meetings.

- **Who will be eligible for revenue share?**

Local Networks who are currently participating in the WorldatWork Revenue Share Program will receive payment for products purchased utilizing this special offer.

First product purchases will be paid out at the currently agreed upon rate and the purchase of the half price second product will be paid at half the normal rate in line with the current discount.

- **When will we receive the payout for the revenue share?**

Revenue share payment will be made on the normal quarterly schedule. This special offer will have no impact on the current process.

- **What if my association is not currently participating in the revenue share program?**

If the Local Network is not currently participating in the Revenue Share Program, they can still promote and take advantage of this great special offer for their members.

This promotional offer is not contingent upon participation in the Revenue Share Program and is open to all WorldatWork customers.

This special offer may be combined with the Revenue Share Program for Local Network who decides at this time to become Revenue Share program participants.

Contact Rae Mare` to participate in the Revenue Share Program 480-304-6791