

Office of
Chief General Manager(Telecom)
Marketing Cell-CFA,
Tamilnadu Telecom Circle
New CTS Building, Ground Floor,
16, Greams Road, Chennai-600 006



भारत संचार निगम लिमिटेड
(भारत सरकार का एक उद्यम)
BHARAT SANCHAR NIGAM LIMITED
(A Government of India Enterprise)
BSNL 3G))) **BSNL LIVE**
Faster than your thoughts 2010

Mktg/CFA/BB General /2010-11/75

dt 01/08/11

Sub: Incentive to employees –reg
Ref: C.O.letter No.1-1/2009/R&C(CFA) dt 08/06/11

Kindly refer to the letter cited above vide which long duration payment option for BB connections has been announced by Corporate office. The scheme is aimed at generating more revenue in advance. In order to motivate the employees and thereby increase enrolment to this option , CGM Tamilnadu circle has approved an incentive for employees as below.

Any employee who enrolls a customer (either existing customer or new customer who is under Plan with FMC Rs.499/- or more) to the long duration option (Pay for 24 months and get for 36 months or pay for 18 months and get for 24 months) will be eligible to get an incentive of Rs.50/- per connection .

The scheme may be launched for a period of two months with effect from 1/08/11 to 30/09/11 .
The scheme may be popularised among all employees to get more revenue.

A feedback report on the scheme may be furnished in the following proforma on weekly basis by saturday.

Report on employee incentive scheme for long duration option

SSA: For the week ending _____

Total connections during the week under 24 months payment option (1)	No.of enrolled by employees (2)	Out of (1) No.of connections enrolled by employees (2)	Total connections during the week under 18 months payment option (3)	No.of enrolled by employees (4)	Out of (3) No.of connections enrolled by employees (4)

Radha

(S.K.Radha)
General Manager(S&M-CFA)
Ph:044-2829 7140,Fax:2829 7160

To
All heads of SSA
BSNL,
Tamilnadu Circle.
Copy to:
Sr. GM(NWP-CFA), O/o.CGM, Chennai-8