



Preferred Dealer & Installer Showroom Account Overview

Program: WorldTV provides eligible preferred dealers and installers with the opportunity to have showroom accounts for the exclusive purpose of demonstrating the WorldTV direct to home system and largest platform of international content available on US satellite. Through the program, Preferred Dealers & Installers (PDI) are provided all programming necessary to assist with marketing and sales of the WorldTV home satellite system, with the exception of special events, adult, sport and PPV.

Retail Eligibility: To qualify for and maintain a showroom account, dealers & installers must meet minimum activation criteria every six months. Qualification is based on a minimum of 20 WorldTV home satellite systems within a six-month time period.

- Current equipment models to be used to demonstrate current WorldTV products and services include: SE 830 models only.
- Discontinued models cannot be authorized for WorldTV Showroom accounts.

To determine qualification, a new or existing dealer must submit the standard application and meet the criteria set forth in the application requirements.

- The dealer must submit the application along with the documents/items on the application to the WorldTV Retail Relations office.
- The Retail Relations team will have all materials authorized within three business days and the hardware and programming logistics set-up within generally 2 weeks of application authorization.

Showroom Visits: All dealer/installers are considered exceptional representatives of WorldTV and are subject to a showroom visit at least once every sixth months by a member of the Retail Relations team. The purpose of the visit is to ensure that each retailer has initiated the showroom account demo as intended for use, to see how marketing efforts have been initiated within the showroom to initiate the push of the product, company installation procedures and protocols in relevance to the WorldTV system, and advertising and niche marketing pertaining to the respective retail location. Active showroom status and accounts can be rescinded based on recommendation of visiting Retail Relations staff.

Account Status Changes: Activation status will be revisited on a yearly basis on a pre-determined date by Retail Relations staff, usually to coincide with the Showroom Visit. In the case of a dealer/installer requesting reactivation or deactivation of a showroom account:

- The dealer/installer must contact the Retail Relations department at 1-800-803-7502.
- They must provide the Retail Relations staff with the receiver and smart card information of the previously activated/deactivated unit.
- WorldTV will make the appropriate changes.
- WorldTV will email, fax or call with confirmation of the requested activation/deactivation.
- The Retail Relations team will complete all reactivation/deactivation requests within three business days.



Exchanging Receivers: In the event that a dealer/installer needs to exchange an active showroom receiver with a new receiver, the dealer/installer must contact the Retail Relations team at 1-800-803-7502.

- The dealer/installer must provide WorldTV with both the old receiver and smart card information and submit the old items to the Ft. Lauderdale WorldTV office, upon which a new unit will be sent to the dealer/installer.

Additional Provisions & Requirements: Information is referenced in the Showroom Account section of each dealer/installer agreement.

For more information on the showroom account program, please visit us at: www.globecastwttv.com

All application documents for showroom account application must be sent to the WorldTV Retail Relations office at:

Fax: 1-212.373.5154

Mail: Two World Financial Center, 225 Liberty Street - Suite 4301, New York, NY 10281

Email: installers@globecastwttv.com

Please call: 1-800-803-7502 for any questions you may have regarding your showroom account.

WorldTV is under no obligation to provide to any retailer a showroom account or include any retailer in the program. To be eligible, dealers and installers must be previously authorized in the Preferred Dealer & Installer Program and meet and agree to the requirements set forth in the Showroom Account Application.

ALL PRICING, PROGRAMMING, SHOWROOM ACCOUNTS AND RELATED INFORMATION IS SUBJECT TO CHANGE WITHOUT NOTICE.