
BellSouth Interconnection Services

675 West Peachtree Street
Atlanta, Georgia 30375

Date: February 10, 1998

To: Interconnection Customers

Subject: Carrier Sales Training Program Introduction -- Special Access Product Line

At the CompTel show in Las Vegas yesterday, BellSouth introduced a new program to provide sales training for Carrier Customers. Current plans include curriculum to cover the Special Access products DDAS, DS1, DS3, and Customer Reconfiguration.

The training program is designed to help the Carrier learn how to sell BellSouth products. After completing a course on a specific product, the student should have accomplished the following:

- be familiar with the collateral and pricing tools for that product
- understand end users target markets and applications
- be able to discuss product features and benefits
- understand how to order each product
- be familiar with applicable tariff information

This program is available to all BellSouth Carrier Customers who utilize a minimum amount of BellSouth Special Access products. You may find more information about the training program in the Training section of our Interconnection Services website, at the following address:

<http://www.bellsouth.com/interconnection/training/ixc/announce.htm>

You may also reference the press release about the training in the News section of our Interconnection Services website, at the following address:

<http://www.bellsouth.com/interconnection/news/news.htm>

For any questions regarding the training program, please contact your Account Team Representative.