

Norstar Offers:



- Award-winning and industry-leading products with Aggressive pricing
- Channel focused
- Financial Stability – Debt-free and profitable for over 20 years
- Competitive Pricing with industry leading Evergreen Commissions and huge SPIFFs
- 100+ pre-vetted Carrier Partners, giving you access to multiple solutions
- 100% of commissions paid on time, every time, since 1997
- Personalized service with One Bill and Single Point of Contact
- Fast and accurate provisioning
- Sales engineers that work with you and customers to design optimal solutions. We have the experience and technology to support customers' ever-changing business needs.
- Premiere Support- Our Customers are provided with personal project and service managers and a white glove customer service.
- On-Demand Quoting, Pricing specialists to ensure timely quote generation.
- Flexible Deal-by-Deal Support
- 100% accurate Billing
- Power Closers
- Unparalleled Support
- Flexible Terms

Norstar Agent Portal:



Providing industry-changing software to better enable our partners and their customers.

- providing commissioned users a dashboard where you will be able to access all of your orders and commission statements.
- Commissions Section: Here you will find the link to the most current commission run including the total monthly commission payout, your total commission pay all time and a link to all of the orders that you have placed.
- Announcement board: Any message or update shows here.
- Orders Section: You will see the total monthly orders and installs, as well as production trends for the year and links to see your monthly orders and installs.



No Minimums
Higher Commissions
Marketing Toolkit
Agent Portal
Individual Agent Training
Seasoned Escalation Team

Commissions Accuracy
Teaming Program
Solutions Engineering
Hardware Purchasing Program
Reliable payments

Back Office Support
24/7 Support
Fiber Tool
Agent Mentoring
Lead Referral Program



Please review the highlights of our Agent Program below, and see why building a business relationship with Norstar. One may be the best decision you make this year.



Flexible Agent Contract

At Norstar we invite all those with a strong desire to sell to join our team. We will customize your Norstar contract to meet your needs, whether you are an Independent Agent growing your business or a Master Agent with a large sales force behind you.



Attractive Compensation Plans

We offer our Agents very attractive commission plans that are based on billed revenue, not collected revenue. The reason we are able to do this is, because we take our customers' credit very seriously. We want to ensure that we service good paying, long-term customers for you, the Agent, and Norstar. You can also be assured that you will be paid accurately and on time each month. Improve your profits and get higher commissions by getting preferred pricing from Norstar, based upon Norstar's buying power.



Products and Pricing

Norstar is the one stop shop for all of your telecommunications needs. We offer competitive pricing on voice, data and Internet services, and we put it all in one, easy to read invoice. We will even create special pricing options to meet the needs of the customer; whether it is a small, one-person shop or a large, multi-national corporation.



Support

With offices in the Northeast, South east, South, mid-west, North west and the West Coast, you can be assured that you will have the support you need. Each Norstar Agent is assigned an Agent Manager and Marketing Representative who are there to support you through each and every sale. We also house a 24-hour Customer Service team who are always on call to solve any problems or answer any questions that the customer may have.

Back Office Support - Extend your team, your footprint and your reach with dedicated back office support. Norstar's back office is second to none! Our team offers dedicated order management and post-sale support so that our partners can focus on what they do best.



Incentives and Promotions

You can rest assured that your hard work will not go unnoticed at Norstar. We frequently run promotions that will allow you to earn bonus commissions, spiffs, trips, and much more.



Marketing

Norstar offers comprehensive marketing support program. From web designs and templates to professional social marketing, brochures and email marketing.



Training

As a Norstar Agent, you will be given all the tools you need to be an effective channel partner. Your training begins day one with an Agent Resource Manual and continues throughout the life of your Norstar contract. Our partners gain access to ongoing provider training, product updates, and all the latest industry trends.



AGENT TRAINING



We know that training is essential to ensuring your sales teams are upskilled and ready to help your customers – we therefore ensure we can offer you the right training to help educate your employees.

Quarterly Updates/Training **eLearning Options** **Optional Advanced Training**

Here at Norstar we believe that our partners should have the knowledge and understanding not only to identify the needs of their clients, but to offer the proper solutions. That's why we help keep you up to speed with the latest carrier offerings and the associated technical details.



Norstar is committed to providing dedicated training, support, pre and post sales, and access to leading cloud solutions to enable the growth and success of our sales partners.

Shaun Naghdi CEO.

NETWORK TRAINING

- Norstar provides a training series for its partners to prepare them for complex sales in what is called the **NORSTAR Learning Management System**, exclusive to Norstar partners. With a library full of industry information including cloud, voice, unified communications, sip trunking, and more.
- Norstar enables agents to increase sales, profits and customer satisfaction.
- Our industry-trained professionals create your custom marketing plan so you can keep that sales funnel full.



Project Management:

At Norstar our services include complete project management for the implementation of the project. It is followed by periodic updates based on market conditions and improvements. Norstar's project managers will handle all the details of your projects for a seamless service transition, their services include:

- Dedicated Project Manager
- Order processing
- Onboarding and Transition
- Physical Move Coordination
- Implementation assistance
- Detailed tracking of project milestones
- Follow up and fine tuning of services
- Local and Toll-Free Number Port Management
- Call Routing Design and Consultation
- Assigning Solutions Specialists



PARTNER PROGRAM BENEFITS

- Nationwide voice and data services from Top Tier 1 providers
- Facilities-based carrier and reseller
- Major POPs in Los Angeles and New York
- Licensed CLEC & IXC
- Industry Leading Solutions
- A specialized team and Channel Manager is appointed to each Partner
- Recurring Revenue - diversify your revenue by offering a single-source solution for managed, network and professional services
- Aggressive residual commissions paid for the lifetime of the customer (Ever green clauses) and upfront SPIFFs
- Incentive and bonus programs
- Commission fast track options
- No upfront investment, annual fees, minimums or quotas
- Online Ordering Portal
- Each agent is assigned a dedicated and knowledgeable agent manager to help through every step of the way - pre and post sale
- Norstar provides a dedicated quote team, online quotes, project management and our provisioning team will keep you current on all your orders.
- Comprehensive Agent training
- Unmatched Sales Support
- Access to all Norstar marketing collateral along with marketing automation tools to help you generate interest with your prospects
- Marketing Support with customized marketing materials and PR opportunities
- Onsite and webinar-based technical training
-
- In-house U.S.-based 24/7 NOC, engineering, provisioning and customer service



We Will Always Give You 100% Support!

Results through teamwork

Business Processes available through Norstar Agent Portal are as follows:

- CRM – Customer Relationship Management
- Quoting.
- ERP – Enterprise Resource Planning
- CMM – Contract Management Module
- Commission Processing

- Accounting.

REPORTING:



Our custom reporting tool enables near effortless creation of reports about specific types of services.

Sales Partners use Norstar Agent Portal Platform to build stronger business relationships with their clients by utilizing the platform to keep its sales partners informed throughout the order, sales, and implementation process.

VOICE Solutions

- Enterprise SIP Trunking
- Digital PRI Voice Service
- Small Business VoIP
- Call Center/Dialer Termination
- Toll-Free Services
- Wireless/Mobile Phones
- International Calling
- Dedicated Long Distance
- Wholesale Voice

DATA SOLUTIONS

- Dedicated Internet Access
- MPLS
- Private Lines
- Ethernet
- Cloud Solutions
- Unified Communications
- Wholesale Broadband

MARKETING



Logo design and creation

LinkedIn blogs

Flyer and content creation

Strategic email campaigns

Social media consulting

Social media consulting

Events for your customers



Close more deals

- Let us help you achieve high close rates
- Create a residual income stream
- Industry leading installation rates
- Sail past performance benchmarks



Luxury Presidents' Club Experience

President's Club

**Each year, we work to deliver an incredible
President's Club experience for our partners.**

2021 Los Cabos Mexico

A 100% Norstar Sponsored, all expenses paid annual awards incentive trip to a dream destination, exclusively for Norstar Sales Partners who have gone above and beyond in achieving success and have met their yearly growth target.



Become a Partner

Become A Partner >>

To get started, simply click on the Become a Partner icon at the bottom of this page and complete the [Become a Partner form](#) and a Norstar representative will contact you to answer your questions, discuss your business goals, and match you to the right program. Or, if you prefer, you can call us at [1-888-755-7776](tel:1-888-755-7776).

Once you're signed up, we'll start the onboarding process to ensure you have the information and resources you need to maximize your success.

SUPPORT BEFORE THE SALE
SUPPORT AFTER THE SALE
SUPPORT BEYOND YOUR EXPECTATION



A Partner You Can Trust

24

YEARS IN BUSINESS

24

YEARS STRONG AGENT PROGRAM



Call Us at 1-888-755-4589