

Dial-Tone Communications Group Inc. Application Outline

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- 25) Corp. Organizational Chart

Florida Public Service Commission Capital Circle Office Center 2540 Shumard Oak Blvd. Tallahassee, Florida

Please accept the attached application on behalf of Dial-Tone Communications Group Inc.for certification as an Alternative Local Exchange Provider in the state of Florida. We would like to thank the staff at the Public Service Commission for their assistance and professionalism thus far and we look forward to their continued support during the remainder of the application approval process.

Dial-Tone Communications partners and myself have worked diligently complying with all of the application requirements as well as the complete understanding of the regulations set forth by the Commission governing Alternative Local Exchange companies.

The competitive nature of our proposed rate structure combined with a solid commitment to customer service will afford our company the opportunity to provide a valued service to Florida residents as well as enhance the competitiveness of the Alternative Local Exchange Industry in Florida.

We welcome any additional input from the Public Service Commission and look forward to your favorable decision.

espectfully.

Robert Corsetti President Dial-Tone Communications Group Inc

- 1. This is an application for  $\sqrt{(check one)}$ :
  - (x) Original authority (new company)
  - () Approval of transfer (to another certificated company) <u>Example</u>, a certificated company purchases an existing company and desires to retain the original certificate authority.
  - Approval of assignment of existing certificate

     (to a noncertificated company)
     <u>Example</u>, a non-certificated company purchases an existing company and desires to retain the certificate of authority rather than apply for a new certificate.
  - Approval for transfer of control (to another certificated company) <u>Example</u>, a company purchases 51% of a certificated company. The Commission must approve the new controlling entity.
- 2. Name of applicant:

Dial-Tone Communications Group Inc.

3. Name under which the applicant will do business (d/b/a):

Dial-Tone Communications Group Inc.

4. If applicable, please provide proof of fictitious name (d/b/a) registration.

Fictitious name registration number: <u>N/A</u>

FORM PSC/CMU 8 (11/6-) Required by Chapter 364.837 F.S.

5. Α. National mailing address including street name, number, post office box. city, state, zip code, and phone number.

Dial-tone Communications Group Inc.

10824 Cypress Glen Drive

Coral Springs, Fla. 33071

(954) 345-7987

B. Florida mailing address including street name, number, post office box, city, state, zip code, and phone number.

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Dial-Tone Communications Group Inc.

10824 Cypress Glen Drive

Coral Springs, Fla. 33071

(954) 345-7987

#### Structure of organization: $\checkmark$ Check appropriate box(s) 6.

- ) individual
- ) Foreign Corporation
- General Partnership (
- (x) Corporation () Foreign Partnership
- ( ) Limited Partnership
- ) Joint Venture
- ( ) Other, Please explain
- 7. If applicant is an individual, partnership, or joint venture, please give name, title and address of each legal entity.

N/A

FORSE PSC/CMU & (11/66) Required by Chapter 364.337 F.S.

 State whether any of the officers, directors, or any of the ten largest stockholders have previously been adjudged bankrupt, mentally incompetent, or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings. If so, please explain.

N/A		 	

 If incorporated, please provide proof from the Florida Secretary of State that the applicant has authority to operate in Florida.

Corporate charter number: P98000036043

10. Please provide the name, title, address, telephone number, Internet address, and facsimile number for the person serving as ongoing liaison with the Commission, and if different, the liaison responsible for this application.

Robert Corsetti / President 10824 Cypress Glen Drive Coral Springs, Fla. 33071

(954) 345-7987

11. Please list other states in which the applicant is currently providing or has applied to provide local exchange or alternative local exchange service.

New York (application Pending)

Nevada (application pending)

FORM PEC/CNU 6 (11/66) Required by Chapter 364.337 F.S.

12. Has the applicant been denied certification in any other state? If so, please list the state and reason for denial.

N/A Have penalties been imposed against the applicant in any other state? If so, please list the state and reason for penalty.

N/A\_\_\_\_\_

14. Please indicate how a customer can file a service complaint with your company.

(Customer Service Statement) attached

Toll-Free 1-888-833-2823

13.

- 15. Please complete and file a price list in accordance with Commission Rule 25-24.825.(Rule attached)
- 16. Please provide all available documentation demonstrating that the applicant has the following capabilities to provide alternative local exchange service in Florida.
  - A. Financial capability.

Regarding the showing of financial capability, the following applies:

The application should contain the applicant's financial statements for the most recent 3 years, including:

FORM PSC/CMU 8 (11/96) Required by Chepter 364.337 F.B.

1. the balance sheet

1

- 2. income statement
- 3. statement of retained earnings.

Further, a written explanation, which can include supporting documentation, regarding the following should be provided to show financial capability.

- 1. Please provide documentation that the applicant has sufficient financial capability to provide the requested service in the geographic area proposed to be served.
- 2. Please provide documentation that the applicant has sufficient financial capability to maintain the requested service.
- 3. Please provide documentation that the applicant has sufficient financial capability to meet its lease or ownership obligations.

NOTE: This documentation may include, but is not limited to, financial statements, a projected profit and loss statement, credit references, credit bureau reports, and descriptions of business relationships with financial institutions.

If available, the financial statements should be audited financial statements.

If the applicant does not have audited financial statements, it shall be so stated. The unaudited financial statements should then be signed by the applicant's chief executive officer and chief financial officer. The signatures should attest that the financial statements are true and correct.

- B. Managerial capability.
- C. Technical capability.

(If you will be providing local intra-exchange switched telecommunications service, then state how you will provide access to 911 emergency service. If the nature of the emergency 911 service access and funding mechanism is not equivalent to that provided by the local exchange companies in the areas to be served, described in detail the difference.)

STATE OF	<u>Florida</u>	)	
COUNTY OF	Broward	)	SS

Robert Corsetti , being duly (Name of Affiant)

sworn, states that he files this application as (indicate relationship to applicant, that is, owner or proprietor, title as officer of applicant corporation or association, member of applicant partnership, or other authorized representative of applicant) President that, in such capacity, he is qualified and authorized to file and verify such application; that he has carefully examined all the statements and matters contained in the application; and that all such statements made and matters set forth therein are true and correct to the best of his knowledge, information and belief. Affiant further states that the application is made in good faith, with the intention of presenting evidence in support thereof in every particular.

of Signature Affiant

Subscribed and sworn to before me, a Notary Public in and for the State and County above name, this day of 199

Notary Public

(SEAL)



OATH



When the customer comes in to set up a Dial-Tone Communications phone line, there are a few things that they need to know before getting started. The following is a more thorough explanation of the service that can be condensed when explaining to customers. It is very important to let the customer know about these things so that there are NO SURPRISES.

#### How this phone line works.

When a customer has service started, they will be able to make and receive unlimited <u>local</u> calls. Being able to dial 911 is also a standard feature on all line where available. The line is toll restricted though, which means that the customer can not make or receive any calls that are going to create a toll charge. This means that the customer:

\*Can not receive any collect calls, but they can call out collect using a toll free collect service such as 1-800-collect or 1-800-call ATT

\*Can not make any long distance calls. Actually, they can call long distance if they use a <u>pre-paid calling card</u>, WE DO NOT PROVIDE LONG DISTANCE.

\*Can not call directory assistance. They will receive a phone book from the local service provider when they are sent out in their area.

#### \*Can not call the operator.

The customer's bill is going to be the same amount each month (depending upon tax fluctuation). The monthly price is determined by how many additional options are on the customer's account.

1. the balance sheet

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- 2. income statement
- 3. statement of retained earnings.

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#### AFFIDAVIT

By my signature below, I, the undersigned officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical expertise, managerial ability, and financial capability to provide alternative local exchange service in the State of Florida. I have read the foregoing and declare that to the best of my knowledge and belief, the information is true and correct. I attest that I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules and orders.

Further, I am aware that pursuant to Chapter 837.06, Florida Statutes, "Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083",

Official

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Signature

June 1.1998 \_\_\_\_\_ Date

Title: President

(954) 345-7987

Telephone Number

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Address: Dial-Tone Communications Group Inc.

10824 Cypress Glen Drive

Coral Springs, Fla. 33071

(954)345-7987

FORM PSC/CMU 8 (11/96) Required by Chapter 364.337 F.8.



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STATE OF Florida	)	
	)	SS
COUNTY OF Broward	)	

Robert Corsetti , being duly (Name of Affiant)

sworn, states that he files this application as (indicate relationship to applicant, that is, owner or proprietor, title as officer of applicant corporation or association, member of applicant partnership, or other authorized representative of applicant) President that, in such capacity, he is qualified and authorized to file and verify such application; that he has carefully examined all the statements and matters contained in the application; and that all such statements made and matters set forth therein are true and correct to the best of his knowledge, information and belief. Affiant further states that the application is made in good faith, with the intention of presenting evidence in support thereof in every particular.

Signature Kfflant of

Subscribed and sworn to before me, a Notary Public in and for the State and dey of 199 County above name, this 6

Notary Public

(SEAL)



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FLORIDA DEPARTMENT OF STATE Sandra B. Mortham Secretary of State

April 21, 1998

UCC FILING & SEARCH SERVICES 526 EAST PARK AVENUE TALLAHASSEE, FL 32301

The Articles of Incorporation for DIAL - TONE COMMUNICATIONS GROUP INC. were filed on April 21, 1998 and assigned document number P98000036043. Please refer to this number whenever corresponding with this office regarding the above corporation. The certification you requested is enclosed.

PLEASE NOTE: COMPLIANCE WITH THE FOLLOWING PROCEDURES IS ESSENTIAL TO MAINTAINING YOUR CORPORATE STATUS. FAILURE TO DO SO MAY RESULT IN DISSOLUTION OF YOUR CORPORATION.

A CORPORATION ANNUAL REPORT MUST BE FILED WITH THIS OFFICE BETWEEN JANUARY 1 AND MAY 1 OF EACH YEAR BEGINNING WITH THE CALENDAR YEAR FOLLOWING THE YEAR OF THE FILING DATE NOTED ABOVE AND EACH YEAR THEREAFTER. FAILURE TO FILE THE ANNUAL REPORT ON TIME MAY RESULT IN ADMINISTRATIVE DISSOLUTION OF YOUR CORPORATION.

A FEDERAL EMPLOYER IDENTIFICATION (FEI) NUMBER MUST BE SHOWN ON THE ANNUAL REPORT FORM PRIOR TO ITS FILING WITH THIS OFFICE. CONTACT THE INTERNAL REVENUE SERVICE TO RECEIVE THE FEI NUMBER IN TIME TO FILE THE ANNUAL REPORT AT 1-800-829-3676 AND REQUEST FORM SS-4.

SHOULD YOUR CORPORATE MAILING ADDRESS CHANGE, YOU MUST NOTIFY THIS OFFICE IN WRITING, TO INSURE IMPORTANT MAILINGS SUCH AS THE ANNUAL REPORT NOTICES REACH YOU.

Should you have any questions regarding corporations, please contact this office at the address given below.

Loria Poole, Corporate Specialist New Filings Section

Letter Number: 898A00021397



I certify the attached is a true and correct copy of the Articles of Incorporation of DIAL - TONE COMMUNICATIONS GROUP INC., a Florida corporation, filed on April 21, 1998, as shown by the records of this office.

The document number of this corporation is P98000036043.



CR2EO22 (2-95)

Given under my hand and the Great Seal of the State of Florida at Tallahassee, the Capitol, this the Twenty-first day of April, 1998

Jende B. Mortham)

Sandra B. Mortham Secretary of State

#### ARTICLES OF INCORPORATION

OF

## **FILED** 98 APR 21 PH 12: 34 SEC. AND CHILDRIDA

#### DIAL - TONE COMMUNICATIONS GROUP INC.

The undersigned incorporator, for the purpose of forming a corporation (herein after referred to as the "Corporation") under the Florida Business Corporation Act, hereby adopts the following Articles of Incorporation.

The name of the corporation shall be
Dial - Tone Communications Group Inc.
The principal place of business and mailing address of this shall be
6961 Marion Ave. Margate, Florida 33063
The total number of shares of stock that the corporation is authorized to have outstanding at any one time is One-hundred shares, all of which are without par value and are classified as common shares.
The name and address of the initial registers agent is NRAI Services, Inc. 526 East Park Avenue, Tallahassee, Florida 32301.
The name and street address of the incorporator to these Articles of In- corporation is: Robert Corsetti 6961 Marion Ave. Margate, Florida 33063
Shareholders shall be entitled as a matter of right to a preemptive right, for a period of thirty days, to subscribe for, purchase or receive any shares of the corporation which it may issue or sell, whether out of the number of share authorized by these Articles of Incorporation or by amendment thereof, or out of the shares of the corporation acquired by it after the issuance thereof, any shareholder shall be entitled as a matter of right to purchase o subscribe for or receive any bonds, debentures or other obligations which the corporation may issue or sell that shall be convertible into or exchangeable for shares or to which shall be attached or shall appertain to any warrant or warrants or other instrument or in- struments that shall confer upon the holder or owner of such obligation the right to subscribe for or purchase from the corporation any shares of any class or classes; and after the expiration of said thirty days, any and all of such shares, rights, bonds debentures, or other obligations which the corporation may have issued, reissued, transferred, or granted by the Board of Directors as the case may be, to such person, firms, corpora- tions, and associations, and for such lawful consideration, and on on such terms as the Board of Directors in its discretion may determine.

- <u>Article VII:</u> The nature of business or purposes to be conducted or promoted is: To engage in any lawful act or activity for which corporations may be organized under the General Corporation Law of Florida.
- Article VIII: The period of duration of the corporation is perpetual.
- The corporation shall, to the fullest extent legally permissible under the Article IX: provisions of the Florida Business Corporation Act, as the same may be amended and supplemented, shall indemnify and hold harmless any and all persons whom it shall have power to indemnify under said provisions from and against any and all liabilities (including expenses) imposed upon or reasonably incurred by him in connection with any action, suit or other proceeding in which he may may be involved or with which he may be threatened, or other matters referred to in or covered by said provisions both as to action in his official capacity and as to action in any other capacity while holding such office, and shall continue as to a person who has ceased to be a director or officer of the corporation. Such indemnification provided shall not be deemed exclusive of any other rights to which those indemnified may be entitled under any Bylaw Agreement or Resolution adopted by the shareholders entitled to vote thereon after notice.

The undersigned incorporator has executed these Articles of Incorporation this 1 day of April, 1998.

PH 12: 3

CRID

Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in these articles of incorporation, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my dirties. Ind I am familiar with and accept the obligations of my position as registered agent

NRAI Services, Inc.

By Ju Budthnain

Date: 4-16-98



# STATE OF FLORIDA

TALLAHASSEE, FLORIDA 32399-0100

L. H. Fuchs Executive Director

April 23, 1998

General Tax Administration Child Support Enforcement Property Tax Administration Administrative Services Information Services

DIAL-TONE COMMUNICATIONS GROUP INC 6961 MARION AVE MARGATE, FL 33063-

Dear Dealer.

You have been registered with the Department of Revenue at the CORAL SPRINGS SERVICE CENTER Service Center. The following certificate number has been issued to your business

#### 15-16-312731-58/6

#### To assure proper handling of account, please use this number when contacting the Department of Revenue.

Based on your application, the first return is due 07/01/98 for the month of 0698, and considered delinquent after 07/20/98.

Three DR-15CS return forms are provided in this package to report sales tax for the first three periods. The actual certificate and coupon book will be mailed from Tallahassee in two to four weeks.

If you have any questions about your responsibilities as a dealer/taxpayer, we are here to help you. Please call the Department of Revenue Taxpayer Service Center in your area for further assistance.

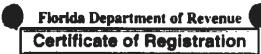
The Department of Revenue also offers <u>FREE</u> workshops on how to correctly prepare a sales tax return. Filing requirements and proper completion of returns will be discussed. Your will also have the opportunity to ask questions related to your particular business. Please refer to the attached notice for the time, date and location of the next scheduled class for this area.

Individual seminars for organizations or large business are available upon request

Sincerely,

CORAL SPRINGS SERVICE CENTER 3111 UNIVERSITY DRIVE SUITE 501 CORAL SPRINGS, FL 33085-5096 TELEPHONE NO. (954)348-3000 75

04/24/98



This Certificate is Non-transferable.

DR-11 R. 12/97

**Issued Pursuant to Chapter 212, Fiorida Statutes** 

Registration Effective Date 04/23/98

Opening Date 06/15/98 Certificate Number 16-16-312731-66-6 Refer To This Number When Reporting Tax.

#### This Certifies That

DIAL-TONE COMMUNICATIONS GROUP INC %ROBERT CORSETTI 6961 MARION ST MARGATE FL 33063

#### Is Hereby Authorized and Empowered to Collect Sales and Use Taxes For The State of Florida.

#### THIS CERTIFICATE MUST BE POSTED IN A CONSPICUOUS PLACE.



Florida Department of Revenue Sales Tax Facts to Remember DR-11 R. 12/97

- 1. Every person conducting business in the State of Florida who is subject to sales and use tax is responsible for filing a "Sales and Use Tax Return" at the end of each assigned collection period.
  - 2. In the event that your preprinted sales tax return does not arrive in the mail, it is your responsibility to contact the Florida Department of Revenue and request that a form be sent to you.
  - 3. Your sales tax return is due the 1st of the month following the collection period and late after the 20th. Example For the collection period ending March 31, the tax return is due on April 1 and late after April 20. (Returns postmarked on the 20th are not considered late.) When the 20th falls on a Saturday, Sunday, or a state or federal holiday, your return must be postmarked on the first working day following the 20th
  - 4 If your return is filed timely, you are entitled to the specified collection allowance as your commission. If your return is filed late, you lose the collection allowance and will be charged a penalty and interest.
  - 5. You must register each location from which you do business and file a return for each location unless the Department has approved reporting in another manner
  - 6 You are required to file a return even though you may have no sales tax to report. Late filing of a "zero sales" return will result in a penalty assessment.
  - 7. It is your responsibility to notify the Florida Department of Revenue if you have any changes in your business (new location, mailing address, incorporation, change of partner in partnership, etc.)
  - 8 In the event that your business is sold or closed, the law requires you to pay all taxes, penalty and/or interest due within 15 days. A final return form is included in the sales tax coupon book
  - 9 You may extend your sales tax number to your suppliers when making purchases of items that will be resold, incorporated into an item of tangible personal property for sale, or exclusively rented as tangible personal property. All other purchases are taxable.
  - 10 When accepting a tax number from another dealer instead of charging sales tax, you must keep on file a "Resale Certificate" which includes: business name, location address, reason for exempt purchase, signature of authorized agent, and tax number. Resale certificates are available at a nominal cost from your local office supply store, or if you prefer, you may have your printer prepare a form for your use. (The Department has a suggested format available upon request )

Please contact your local Florida Department of Revenue Service Center if you require additional information or assistance regarding Florida Sales and Use Tax.

Florida Public Service Commission Capital Circle Office Center 2540 Shumard Oak Blvd. Tallahassee, Florida

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Statement of Financial Capability

Dial-Tone Communications Group Inc. is applying for authority to provide Alternative Local Exchange Service in the state of Florida

The initial financial backing provided by Dial-Tone Communications Group's founding partners combined with the company's projected profits will enable the corporation to continually provide and maintain a professional level of service to our Florida customers.

As a start up company with limited overhead expenses and a favorable debt ratio Dial-Tone Communications Group's office lease and operation obligations will certainly be manageable. In addition, the founding/working partners have opted to receive only reimbursement of travel and business related expenses and potential year end profit sharing as opposed to salaries for the first six months of operation. This will further enhance the company's positive cash flow situation

Respectfully

Robert Corsetti President Dial-Tone Communications Group Inc.

#### Dial-Tone Communications Group Inc. Balance Sheet / 7/1/98 - 6/30/99

Assets	<u> </u>	
Cash/Bank Accts.	50,000	
Accts, Receivable	309,000	
	7,500	
Computer System	1,500	
Phone System Off. Furn./Equip.	1,500	
On. Puil./Equip.	1,500	
Total Assets	369,500	······
Liabilities & Equity		
Liabilities		
Carrier Charges	126,900	
Advertising	40,000	
Payroll	50,000	
Emp. Benefits	3,000	
Buss./Travel Expenses	15,000	
Carrier Deposits	1,500	
Office Lease	8,500	
Office Utilities	5,500	
Postage/Misc. Off Exp.	3,000	
Attorney Fees	1,000	
Consulting Fees	5,000	
PSC App Fee	450	
Incorp. Fees	1,300	
Computer System	7,500	
Phone System	1,500	
Off. Furn./Equip.	1,500	
<b>Fotal Liabilities</b>	271,750	I attest this information to be true and accurate.
Equity	97,750	Robert Corsetti
Total Liabilities & Equity	369,500	President Dial-Tone Communications Group, Inc

Dial-Tone Communications Group, Inc. 10824 Cypress Glen Drive Coral Springs, Fl 33071

#### DIAL-TONE COMMUNICATIONS GROUP INC. PROJECTIONS 7/98 - 6/99

	JULY	AUG	SEP	ост	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	
Acct.Base			100	100	100	100	100	100	100	100	100	100	1000
Partner Invest.	25000	25000											50000
Accts. Rec.			8400	13400	18400	23400	28400	33400	38400	43400	48400	53400	309000
Accts.Pay.	13750	10000	5400	12600	14950	15800	28900	29750	31600	34200	37050	39400	273150
Retained Earnings	11250	26250	29250	30050	33500	41100	40600	44250	51050	60450	71800	85850	85850

I attest this information to be true and accurate.

Robert Corsetti

President Dial-Tone Communications Group, Inc 10824 Cypress Glen Drive Coral Springs, Fl 33071

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# Dial-Tone Communications

Agent 3 For Other Use Only
Phone # ( )
Chuber #
Activation Date
PON

Tol) Free (-882-833-282) • (954) 748-5898

Furst Name Resudencial Address	Atr I		Middle Name Cay	State	Last Neme Zip Code
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Employ theat	0	Ċ.	Sinte	Zıp Code	Phone #
S S C		Other suformation	aiton		
Available phone # to contact				Relationality	
	Ba	r much Pre-Pai	d Long Distance v	Hew much Pre-Paid Long Distance would you like purc'ase?	
<b>1</b> 27 mm					

Fee	
	Call Waining \$ 300 Call Forwarding \$ 500 3 Way Calling \$ 500 Unpublished Number \$ 500 Speed Dial \$ 500 Call Return \$ 500
	5 500 5 500 5 500 5 500
	Plane DO NOT Mail Cash
DCash DOther	IST MONTH'S BVC. FEE S CONNECTION FEE S SUBTOTAL S FEATURES FREATURES APPLICABLE TAXES S TOTAL S
Money Order	

# IMPORTANT INFORMATION: SETAIN FOR YOUR RECORDS

- All accounts are due one the let of each month.
- If payment is not received by the due date, your account will be considered datequent and may result in termination of service. If my service is use-off in non-payment, then a \$35.00 reconnect fee will be dategod to my account.
- Amount paid does not molule Belleouth charges for etternal and mining, yolds, andwidual telephone connections or any other parts, telecommunication devices, or data connection. Telephone equipment of any type is not included as this price
- I understand the above information to be true and complete. If my service is terminated due Dial-Tone Communications, then I will be reimburied for unused
- Ē

It is understood that this agreement is for local service only and that I may purchase a long datance plan from Duel-Tone Communice

I hardry agree that Dail-Tone Constituteoetrees is not responsible for any electric of mighgenes by the

The following above information is agreed to when you sign being

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LS Dal-Tone Communications

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Date

Florida Public Service Commission Capital Circle office Center 2540 Shumard Oak Blvd Tallahasse, Florida

**Customer Scrvice** 

Dial-Fone Communications Group Inc. believes that customer service will be the key to our success in Florida We are committed to providing our customers a level of service without equal in the Alternative Local Exchange Service Industry Our customers will always receive prompt, professional and courteous attention, they will be treated as the valued customers they are.

A toll-free number will be established to handle customer service calls only These toll-free lines will be available in all markets Dial-Tone Communication's services are offered and will be the responsibility of well trained Customer Service Representatives All customer service requests will be responded to with the highest level of priority

Billing and payment inquiries will also be handled by our customer service department and will always be dealt with on an individual situation basis. We take pride in the Public Service we will be providing and we realize that our services are our customers main link to family, friends and most importantly to vital emergency services. Therefore special considerations will always be given to our customers, especially those with the elderly or small children in the household

Immediately upon receipt of certification to conduct business as an Alternative Local Phone Service Provider, Dial-Tone Communications Group Inc will register with the Better Business Bureau of the state of Florida.

Robert Corsetti President Dial-Tone Communication Group Inc





Florida Public Service Commission Capital Circle Office Center 2540 Shumard Oak Blvd. Tallahassee, Florida

Statement of Management Capability

The day to day management of Dial-Tone Communications Group Inc. will be the responsibility of the partners of the corporation. With more than ten years of sales and marketing management experience as illustrated on the attached resume combined with the practical hands on training and telecommunications industry related consulting services provided by Mr. Chris Watson, Vice President of Tele-Conex, Pensacola, Florida, all of Dial-Tone Communications partners have acquired the knowledge to successfully and professionally maintain our company in the highest standing in the state of Florida.

Respectfully

Robert Corsetti President Dial-Tone Communications Group

Robert Cornetti P.O. Box 772406 Coral Springs, Fl 33077

Home- (954) 345-7987

Pager- (954) 387-3869

#### PROFILE

- Goal achieving professional with over 10 years of supplier and distributor sales and sales management experience
- Proven ability to motivate and create sound business partnerships with principals. management, sales team, retailers and consumers.
- Excellent communication and leadership skills

#### **PROFESSIONAL EXPERIENCE**

#### Molson Breweries U.S.A.- Reston, Virginia

#### Regional Sales Manager (2/94 to 2/95)

- Managed all phases of sales and distribution, M.B.U.S.A. portfolio of Imported beer brands through So. Florida distributor network (1,000,000+ cs. Market)
- Coordinated shipments, depletions, budgets, inventories, pricing, media, corporate, local and special event marketing programs
- Instrumental in the creation and development of Florida market specific product packaging regulting in 100%+ brand growth
- Recruited and trained sales staff and promotional marketing teams

#### District Sales Manager (1/92 to 2/94)

- Concentrated in Dade County, FI (Miami) successfully promoting M B U S.A. brands in this 80%+ ethnic market
- Coordinated and implemented 'lispanic marketing programs (television, radio, outdoor, etc.).
- Designed and conducted incentives, promotions, distributor sales and retailer presentations.

#### Robert Blaikie & Sons-Sarasota, Florida

#### Off Premise Sales Manager

- Managed and coordinated all phases of the off premise chain sales department
- Solicited ad feature activity, new product authorizations, category reacts, pricing strategies and display programs in major grocery and convenience store chains
- Developed close working relationships with supply level chain sales departments
- Introduced the first computerized reset program by beer wholesaler in Florida

#### Boening Bros. Inc.- Lindenhurst, New York Sales Representative

Pre-sell route sales and distribution of Boening Bros portfolio of domestice, imported and non-alcoholic brands.

#### **EDUCATION**

- Suffolk County Community College- New York
- S.U.N.Y.- Binghampton- B A. Marketing

#### REFERENCES

Professional and personal are available and will be submitted upon request

2/87 to 11/88

1/92 to 2/95

#### 1/89 to 12/91



Florida Public Service Commission Capital Circle Center 2540 Shumard Oak Blvd. Tallahassee, Florida

Statement of Technical Capability

Dial-Tone Communications Group Inc is primarily an administrative company, we do not own or maintain any telephone equipment, services provided will be the result of contractual agreements with telecommunications carriers such as Bell South, Bell Atlantic, Nevada Bell etc. Although our technical responsibilities will be limited, the following steps have been taken to insure that our customers receive the highest levels of local telephone service. Full advantage has been and will continue to be taken of all applicable training seminars offered by our major telecommunications companies

We have retained the consulting services Mr Chris Watson, Vice president Of Tele-Conex, a certified Alternative Local Service Provider in Pensacola, Florida to assist in all areas of technical responsibility. In addition we will be contracting with a licensed electrical firm for all in-house service calls required but not handled by the primary service provider.

Kobert Corsetti President Dial-Tone Communications Group

TELECONEX

04/13/98 10:05 FAX

Agreement made April 13, 1998, by and among Dial-Tone Communications Group Inc. (The Corporation) and Mr. Christopher Watson.

Whereas, Dial-Tone Communications Group Inc. and Mr. Christopher Watson enter into an agreement with respect to consultation fees, disposition of common shares and future mutual considerations.

Whereas, Dial-Tone Communications group Inc. And Mr. Christopher Watson believe that their execution and delivery of this agreement will promote their respective best interests.

Now Therefore, in consideration of the mutual and dependent promises hereinafter set forth, Dial-tone Communications Group inc. And Mr. Christopher Watson hereby agree as follows :

1) Dial-Tone Communications Group Inc. Will compensate Mr. Christopher Watson in the amount of Five Thousand Dollars (\$5000.00) for all past, present and future consultation services as outlined :

Customer base level	Payment amount
300	\$ 1500.00
400	1500.00
500	2000.00

2) As promptly as practicable after the execution and delivery of this agreement, Mr. Robert Corsetti, President of Dial-Tone Communications Group Inc. shall transfer ownership of Three Percent (3%) of the common shares of Dial-tone Communication Group Inc. to Mr. Christopher Watson.

3) An open dialogue shall remain in effect perpetually between Dialtone Communications Group Inc. and Mr. Christopher Watson pertaining to any and all of the following considerations :

a. The transfer or sale of additional common shares

b. Full or part time employment

c. The merger, acquisition or formation of existing or future telecommunications related ventures.

X



### ORGANIZATIONAL CHART Dial-Tone Communications Corporation, Inc.

Dial-Tone Communications Group Inc.

Corporate Headquarters 10824 Cypress Glen Drive Coral Springs, Florida 33071 Robert Corsetti/President/Treasurer Kevin Teubner/Vice Pres./Secretary

Dial-Tone Communications Group Inc. New York Lee Mergen/Branch Director Dial-Tone Communications Group Inc. Nevada

Richard Corsetti/Branch Director

