

MCI TELECOMMUNICATIONS CORPORATION

MCI
CONFIDENTIAL
MEMORANDUM

FOR: Carl Vorder Bruegge

DATE: January 21, 1981.

FROM: Dan Lopez *DHL*

SUBJECT: American Express Enrollment Report Summary

Attached are the figures for the American Express project, summarized by day and year-to-date.

DHL/mt

cc: S. Rejniak
J. Taylor
B. Thomas
R. Hanna
B. Winkle
M. Hiney
S. Dunne

A 02918228

I. Total Enrollment Requests:	<u>355</u>	<u>809</u>
II. Total Installs:	<u>107</u>	<u>353</u>
A. Residential:	<u>31</u>	<u>128</u>
B. Super Saver:	<u>76</u>	<u>225</u>
C. Three attempts, no answer: *	<u>3</u>	<u>29</u>
III. Total Conversions:	<u>0</u>	<u>37</u>
A. Residential:	<u>0</u>	<u>22</u>
B. Super Saver:	<u>0</u>	<u>15</u>
IV. Total No Sales (Qualified):	<u>0</u>	<u>5</u>
V. Total Unqualified:	<u>21</u>	<u>133</u>
A. No touchtone:	<u>2</u>	<u>12</u>
B. Toll to switch:	<u>6</u>	<u>20</u>
C. Calls NON cities:	<u>10</u>	<u>52</u>
D. \$ Minimum not met:	<u>1</u>	<u>3</u>
E. Interested in Execunet:	<u>1</u>	<u>19</u>
F. Interested in Travelnet:	<u> </u>	<u>11</u>
G. Other:	<u> </u>	<u>15</u>
VI. Balance still to be called:	<u>227</u>	<u>281</u>

*This figure is already incorporated into the Residential and Super Saver Total Installs figure. It is for informational purposes only.

Any questions concerning this report should be directed to Rick Hanna at x1165 or x1183.

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