

## Non-Profit Association: Helping Small Businesses Get Better Service ... While Helping Those In Need

### Hebrew Order of David (HOD), before Cbeyond

- Charitable community group trying to raise funds to donate to non-profit organization



### Alan Rubenstein

#### Partnership for a Good Cause

Alan became a Cbeyond customer to get better Internet service, then, began recommending Cbeyond to clients. Ultimately, he had an inspiration. He convinced the members of his Hebrew Order of David chapter - a social and community service group - to enroll in Cbeyond's Association Partner program. As an Association Partner, the group earns thousands of dollars in rewards. They used the money to purchase a new van for Jewish Family and Career Services - a van that helps the community's seniors and adults with disabilities get to work, doctor's appointments and other critical destinations.

#### Cbeyond Delivers

"One organization was closely watching its money," Alan recalls. "I said, 'Bring me your telephone bill.' It was \$1,150 a month. We recommended Cbeyond which gave them their local, long distance and better Internet access, their bill is now \$650. That gives them \$500 to do other things."

### Most Valuable Features

#### A Simple Partnering System

As an Association Partner, the HOD chapter doesn't have to sell Cbeyond service. The group simply provides Cbeyond with the names of prospects. Cbeyond calls on those companies, who evaluate what Cbeyond has to offer. When they do, most of them choose to sign up with Cbeyond. "The companies we have referred save a lot of money and get a better product, and in turn JFCS has the new van it needed," says Alan. "Our Cbeyond commissions help us make the monthly payments on the van."

#### Customer Service

"The companies we have referred are very happy. They have gained, any way you look at it - saving money, getting better Internet service and helping their community."