



"Drive To Success" Sales Promotion

January 17, 2000

Promotional Incentive

- Win a Jeep Grand Cherokee - For each line sold in the period from 1/17/00 thru 3/31/00, the ISP sales representative will have their name entered in a drawing for a loaded 2000 Jeep Grand Cherokee. Drawing to be held 4/30/00. (minimum 10 lines sold by each ISP sales representative in the time period to be eligible).

Promotion Rules

1. Eligible lines are for new Covad service orders only, booked into Covad's Online Customer Care Center or API between January 17, 2000 and March 31, 2000, inclusive, and must remain "on order" or "in service" until 4/15/00. Any cancelled orders will be excluded.
2. The drawing is available only for lines from Central Offices delivering service at the time of order placement. Orders not acceptable or not qualified by Covad's Online Customer Care center are excluded.
3. In order to be entered in the drawing, an ISP sales representative must book at least ten lines during the promotion period.
4. To receive credit for orders, each ISP sales representative must place the following text (including parenthesis) in the "Additional Notes" field of EACH ORDER placed on Covad's Online Customer Care center or API. The text must be EXACT (including parenthesis and the letters ISPREP:) as orders will be tallied by an automated system:

(ISPREP: Rep Name)

EXAMPLE: (ISPREP: John Smith)

5. Covad retains the right to declare bookings ineligible for the drawing if it determines, in its sole and absolute discretion, that the booking was not made in good faith.
6. The winner of the drawing will be responsible for all taxes (including state sales tax, personal property taxes, and any other applicable taxes) and licensing fees. Prize will be delivered to winner's address within the 48 contiguous US states. Winner will be required to complete an IRS form W-9.



"Drive To Success" Sales Promotion – Entry Form

January 13, 2000

INSTRUCTIONS:

- Each participating ISP Sales Representative must complete and return this entry form by 3/31/00 to be eligible for this Sales Promotion. Participation is subject to the Promotion Rules which are listed on the preceding page.
- To receive credit for orders submitted, each ISP sales representative must place the following text (including parentheses) in the "Additional Notes" field of EACH ORDER placed on Covad's Online Customer Care center or API. The text must be EXACT (including parentheses and the letters ISPREP:) as orders will be tallied by an automated system:

(ISPREP: Rep Name)

EXAMPLE: (ISPREP: John Smith)

Sales Representative Name: _____

(As it will be listed in the Additional Notes field of the Covad Online Customer Care center. Make sure your name is unique at your company, as this will be the only way to obtain accurate credit for your orders!)

Title: _____

Company: _____

Address: _____

City/State/Zip: _____

Telephone #: _____

Email: _____

Sign me up!! I want to participate in the:

• Drawing for the 2000 Jeep Grand Cherokee

Return completed form to: _____ (Your Covad Representative)

Covad MUST receive this completed form by 3/31/00.



"Drive To Success" Sales Promotion – ISP Acknowledgement

January 13, 2000

I hereby acknowledge and authorize ISP sales representatives at my company to participate in Covad's "Drive To Success" Sales Promotion program, as outlined in the attached Promotion Rules.

Accepted by:

ISP Name:

Covad:

Name _____ Date _____

Name _____ Date _____

Channel Account Executive

Title _____

Title _____