



Texas Products Refresher

Sam's Club

Smart Circle - November 2019

Qualifying the Just Energy Customer



Sam's Club Texas Products



Nights Free Plan (9PM – 7AM)

- Who is a Nights Free customer?
 - Individuals who know they have high usage **AFTER 9PM**
 - People who are **NOT** home during the day (ex. People who work 9a-5p)
 - Savvy customers who understand that they need to **SHIFT** their usage to **AFTER 9PM** to take full advantage of this product
 - Educated consumers who want to take more control of their bill and usage
- Important information on the Nights Free energy charge
 - Customer must understand the difference between **ENERGY CHARGE VS AVERAGE RATE**
 - Be transparent with the customer about the **ENERGY CHARGE** (this will appear on the bill)
 - A smart customer will not be distracted or shocked by the rate if they understand fully how the product works

100% Green Nights Free

- This product is different from all others because it is a 36 Month Term
- The GREEN is built into the product (There is no additional charge for green)

Energy Charge VS Average Price/KWH



Sleep easy with free nighttime electricity. Sign up today for the **Nights Free Plan**.



NIGHTS FREE

TERM	24 MONTHS
ENERGY CHARGE	21.00 ¢/KWH
AVG PRICE/KWH @1000 KWH	14.10 ¢/KWH
JUSTGREEN PRICE	9.99 \$/MTH

Price reflects average rate on usage of 1000 kWh/month. Please see the Electricity Facts Label for complete pricing details. This Agreement covers your cost related to electricity service provided by Just Energy. The price disclosed is for electricity service only and does not include taxes and discretionary charges billed to Just Energy by the utility. Restrictions Apply. See Terms and Conditions for details.

JE Products should **NOT** be promoted or sold as exclusive to Sam's Club. This is **NOT COMPLIANT**.

Example: "This is special Sam's Club pricing for you."

All customers will be billed by the **ENERGY CHARGE**

THE AVG PRICE/@ 1000 KWH IS **NOT** THE RATE THAT WILL BE ON THE CUSTOMERS' BILL

Nights Free Bill Sample



Acct #: 123456789 Bill #: 123456789 Bill Date: 10/22/19

Page: 1 of 2

AMANDA NGUYEN
123 E PANDA AVE
HOUSTON, TX 12345

Service at Premise #: 10032712345678910
123 E PANDA AVE
HOUSTON, TX 12345
pandalover@hotmail.com

PUCT Certificate #10052

Pay your bill today!
1-866-253-6480

cssouth@justenergy.com
www.justenergy.com

1.866.587.8674
Mon - Fri: 8:00 AM - 7:00 PM Central
Sat: 9:00 AM - 6:00 PM Central

For Outages / Emergencies Call:
AEP 866.223.8508
24 hours a day 7 days a week

For more information
about residential electric
service please visit
www.powertochoose.com

Bill Date: 10/22/19 Bill Period - 09/17/19 thru 10/16/19

Previous Balance	Current Charges	Payments/Adj.	Amount Due	Due Date
\$164.57	\$207.05	\$7.91	\$379.53	11/07/19

Meter	Type	Dates	Current Meter Read	Previous Meter Read	Multiplier	kWh Usage	kW Demand	Power Factor
123456789	ACT	09/17 - 10/16	14813	13304	1	1,509.00		

Previous Balance			\$164.57
Total Payments.....			\$0.00
Current Charges	Qty	Rate	Amount
Electric Service			
Energy Charges.....	1,509.00	0.21400	\$322.93
Nights Free Energy Credit.....	694.13	-0.21399	-\$148.54
Base Charge.....	1.00	4.95000	\$4.95
TDU Surcharge.....			\$7.56
TDU Pass-Through Charges.....			\$2.01
Green Charge.....			\$9.99
Sales & Gross Receipt Taxes			
PUC Assessment.....			\$0.32
City Tax.....			\$3.96
Miscellaneous Gross Receipts Tax Reimb.....			\$3.87
Total Current Charges			\$207.05

This customer used 1,509 KWH @ **ENERGY CHARGE OF \$0.214** which totaled **\$322.93** and was **CREDITED back \$148.54** for 9pm-7am usage.

The full ENERGY CHARGE is credited back to the customer

Products Continued...



Weekends Free Plan

- Who is a Weekends Free customer?
 - Customers who spend the most time at home on the weekend (football fans, families with small children, elderly, etc)
 - Similar to Nights Free, savvy customers who understand that they need to shift their usage to take full advantage of this product
- When is the Weekends Free period?
 - Starts: Friday @ 7PM
 - Ends: Sunday @ 11:59PM
- Important information on Weekends Free Plan
 - Customer must understand the difference between ENERGY CHARGE VS AVERAGE RATE
 - Be transparent with the customer about the energy rate
 - A smart customer will not be distracted or shocked by the rate if they understand fully how the product works

Weekends Free is always a 36 Month Term with the option of adding JustGreen

- JustGreen is additional \$9.99/month for this product

Weekends Free Bill Sample



Acct #: 1234569789 Bill #: 123456789 Bill Date: 10/22/19

Page: 1 of 1

AMANDA NGUYEN
12345 PANDA DR
HOUSTON, TX 12345

Service at Premise #: 1008901123456789101112
12345 PANDA DR
HOUSTON, TX 12345-1234
kpopqueen@gmail.com

PUCT Certificate #10052

Pay your bill today!
1-866-253-6480

cssouth@justenergy.com
www.justenergy.com

1.866.587.8674
Mon - Fri: 8:00 AM - 7:00 PM Central
Sat: 9:00 AM - 6:00 PM Central

For Outages / Emergencies Call:
CenterPoint(CTP) 800.332.7143
24 hours a day 7 days a week

For more information
about residential electric

Bill Date: 10/22/19 Bill Period - 09/19/19 thru 10/08/19 - **First Bill**

Previous Balance	Current Charges	Payments/Adj.	Amount Due	Due Date
\$0.00	\$193.51	\$0.00	\$193.51	11/07/19

Meter	Type	Dates	Current Meter Read	Previous Meter Read	Multiplier	kWh Usage	kW Demand	Power Factor
123456789	ACT	09/19 - 10/08	66150	65143	1	1,007.00		

Previous Balance								\$0.00
Payment								
Total Payments.....								\$0.00
Current Charges					Qty	Rate		Amount
Electric Service								
Energy Charges.....					1,007.00	0.21000		\$211.47
Weekends Free Energy Credit.....					109.90	-0.21001		-\$23.08
Base Charge.....					1.00	4.95000		\$4.95
TDU Pass-Through Charges.....								-\$0.14
Sales & Gross Receipt Taxes								
PUC Assessment.....								\$0.31
Total Current Charges.....								\$193.51

This customer used 1,007 KWH @ **ENERGY CHARGE OF \$0.210** which totaled **\$211.47** and was **CREDITED back \$23.08** for weekend usage.

Texas Power Saver Plan

- What is this product?
 - This is a basic plan that gives the customer price protection for 36 months.
- Important information on Texas Power Saver
 - **TDSP is NOT** included in the Energy Charge for this product
- Who is a Texas Power Saver customer?
 - Customers that just want security regardless of time of use or shifting their load. The rate is the rate regardless of when they are using their electricity.
 - Customers who want a no frills product and just security in their contract
 - Customers don't need to worry or change their usage habits

Texas Power Saver is always a 36 Month Term with the option of adding JustGreen

- JustGreen is an additional \$9.99/month for this product

Texas Power Saver Bill Sample



Acct #: 123456789 Bill #: 123456789 Bill Date: 09/24/19

Page: 1 of 1

DAVID GONZALEZ
123 DAVID ST
HOUSTON, TX 78559

Service at Premise #: 10123456789101112
123 DAVID ST
HOUSTON, TX 78559-5022
workoutaholic@gmail.com

PUCT Certificate #10052

Pay your bill today!
1-866-253-6480

cssouth@justenergy.com
www.justenergy.com

1.866.587.8674
Mon - Fri: 8:00 AM - 7:00 PM Central
Sat: 9:00 AM - 6:00 PM Central

For Outages / Emergencies Call:
AEP 866.223.8508
24 hours a day 7 days a week

For more information
about residential electric
service please visit

Bill Date: 09/24/19 Bill Period - 09/03/19 thru 09/20/19 - **First Bill**

Previous Balance	Current Charges	Payments/Adj.	Amount Due	Due Date
\$0.00	\$157.74	\$0.00	\$157.74	10/10/19

Meter	Type	Dates	Current Meter Read	Previous Meter Read	Multiplier	kWh Usage	kW Demand	Power Factor
123456789	ACT	09/03 - 09/20	16269	14913	1	1,356.00		

Previous Balance				\$0.00
Payment				
Total Payments.....				\$0.00
Current Charges				
Electric Service		Qty	Rate	Amount
TDU Pass-Through Charges.....				\$1.05
Energy Charges.....	1,356.00		0.06500	\$88.14
TDU Delivery Charges.....				\$63.58
Sales & Gross Receipt Taxes				
City Tax.....				\$3.09
Miscellaneous Gross Receipts Tax Reimb.....				\$1.63
PUC Assessment.....				\$0.25
Total Current Charges				\$157.74

This customer used 1,356 KWH @ ENERGY CHARGE OF \$0.065 which totaled \$88.14 & was charged \$63.58 for TDSP charges.

Products Continued...



Cash Back Plan

- Who is a Cash Back customer?
 - Customers who have high usage and want to reap benefits on their usage regardless of when they use
 - Savvy shoppers who appreciate point, perks, and credit programs
 - This is an easy products with a high return. **Use more get more in return.**
- Important Information on Cash Back Plan
 - TDSP is NOT included in the Energy Charge for this product
 - **This is the ONLY plan that does not include a Sam's Club Gift Card**
 - This plan gives the customer 10% Cash Back credit on their usage

Cash Back is always a 24 Month Term with the option of adding JustGreen

- JustGreen is an additional \$9.99/month for this product

Cash Back Bill Sample



Acct #: 123456789 Bill #: 123456789 Bill Date: 09/24/19

Page: 1 of 1

DAVID GONZALEZ
123 DAVID ST
HOUSTON, TX 78361

Service at Premise #: 10123456789101112
123 DAVID ST
HOUSTON, TX 78361-3834
workoutaholic@yahoo.com

PUCT Certificate #10052

Pay your bill today!
1-866-253-6480

cssouth@justenergy.com
www.justenergy.com

1.866.587.8674
Mon - Fri: 8:00 AM - 7:00 PM Central
Sat: 9:00 AM - 6:00 PM Central

For Outages / Emergencies Call:
AEP 866.223.8508
24 hours a day 7 days a week

For more information
about residential electric
service please visit
www.powertochoose.com

Bill Date: 09/24/19 Bill Period - 08/21/19 thru 09/20/19

Previous Balance	Current Charges	Payments/Adj.	Amount Due	Due Date
\$292.60	\$148.69	-\$292.60	\$148.69	10/10/19

Meter	Type	Dates	Current Meter Read	Previous Meter Read	Multiplier	kWh Usage	kW Demand	Power Factor
123456789	ACT	08/21 - 09/20	32921	31658	1	1,263.00		

Previous Balance								\$292.60
Payment								
Payment on 09/09/2019.....								-\$292.60
Total Payments.....								-\$292.60
Current Charges						Qty	Rate	Amount
Electric Service								
Reward Credit.....								-\$73.94
Electric Service								
Energy Charges.....					1,263.00	0.12100		\$152.82
TDU Delivery Charges.....								\$62.39
Green Charge.....								\$5.00
TDU Pass-Through Charges.....								\$2.05
Sales & Gross Receipt Taxes								
PUC Assessment.....								\$0.37
Total Current Charges.....								\$148.69

This customer used 1,263 KWH @ **ENERGY CHARGE OF \$0.121** which totaled **\$152.82** & was charged **\$62.39** for TDSP charges. They were **CREDITED \$73.94 in Cash Back** from previous month's usage.