



Frontier Partner Program Frequently Asked Questions

Contact a Channel Manager

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Who are your Master Agents?

We are proud to work with a handful of preferred Master Agents who have proven time and again to be the best in the industry.

What is Channel Integration?

Frontier employs over 350 in-market Account Executives who work directly with our agents. This set-up allows our Channel Sales team to assure a consistent, reliable program infrastructure nationwide and provides distribution diversity – work directly with us, with your preferred Master Agent, or both!

What does 100% Channel Integration mean?

Our model is unique in that we pay 100% on all Channel Integration orders, meaning we pay 100% to the rep and the agent.

What is your sales process?

Because we have a Channel Team dedicated to all things Channel, the majority of our business is run via Channel Integration as this model provides a smooth and efficient sales process.

When it comes time to place your order, we make it easy. Agents may place orders directly with Frontier through our Agent portal, or through an in-market account executive or through a Master Agent, regardless of which way you obtained an approved price quote.

We do have a back-office team that can handle some basic quotes, should an agent decide to process the deal alone (without Channel Integration).

What's the compensation plan for your Agent Program?

We compensate based on a network agreement and a residual compensation model with an Evergreen clause. Additionally, we allow for a 1-time bonus payout on Channel Integrated CPE sales. For further details on all of this, please contact your Master Agent or Channel Manager.

We handle all compensation through a handful of preferred Master Agents and are proud to offer an industry-competitive rate. For your specific commission payout percentage, please reach out to your Master Agent.

How long does it take to onboard?

Using our Master Agent model, which is the fastest way to on-board, you will be selling within a matter of days! Your specific timeline, of course, depends on the Master Agent's program.