

YESA



YESA works with Telecom companies to help them acquire new customers, using a method that consistently out performs all others.

YESA

- We find, train, and place high-quality sales professionals on your front line.
- We also manage them, so you don't have to.
- And we help you craft synergistic marketing that sells.

Problems Telecom Companies Face

Brands want to expand new customer acquisition, but worry that door-knocking by untrained people will tarnish their reputation.

- Bad customer service
- Fine print and hidden fees
- Introductory pricing
- Bundles and packages
- Contracts
- Poor technical support
- Market approach issues
- High churn
- Acquiring customers

YESA's Unique Differentiators

Over 13 years
of experience
in the field

Our approach to client acquisition is the result of over 13 years of experience in the field.

We've refined our methodologies to create a unique market approach that sets us apart in the industry.

Our proven track record has earned us a reputation as the go-to partner for acquiring new customers for our telecom clients.

What Sets us Apart

- We won't jeopardize your brand.
- We don't churn and burn. Our people stay.
- Our team is comprised solely of highly trained people.
- Our team can communicate clearly and effectively .
- Our approach is the polar opposite to the stereotypical norms of our industry.
- We create a better brand experience for your customer.
- We create a seamless experience.

Our Solutions & Outcomes

At YESA, we train the best people to represent your brand as effectively as your own in-house team.

Our solution is end-to-end...we onboard, train, and deploy a team for the sole purpose of new customer acquisition.

Higher Conversion Rates

By leveraging our highly trained staff's expertise and employing effective sales techniques, we achieve consistently higher conversion rates.

Train and Retain Model

Our unique model ensures that we maintain the highest retention rate in the direct sales industry.

Consistent & Sustainable Volume

We possess a meticulous understanding of market dynamics and consumer behavior, which enables us to align our strategies to ensure a steady flow of new customers.

Strict Controls on Brand & Reputation

We take our clients' brand and reputation seriously, and adhere to strict controls to safeguard and enhance their brand perception.

YESA By the Numbers

We convert approximately 8.75% of available premises annually, or 8,750 customers for every 100,000 premises, by revisiting each market three times per year.

Telecom companies typically see a **600%** return on our sales efforts.

Customers stay for **four years** on average, leading to high lifetime value.

Industry low customer complaints as a percentage of sales (**less than .25%**).

Less than **1.5%** disconnect rate after 30 days.

Over **85%** high value services sold, for maximum average revenue per user.

85% installation rate.

5-8% conversion rate from doors knocked to booked sale.

30-35 connected customers per active agent - an industry high.

4-to-1 Team Lead to Sales Representative ratio - designed to maximize performance, quality, and retention.

Industry leading retention of sales reps (**6-8 months**).