

WIRELESS PHONE PLAN REVIEW PROVIDES QUICK, PAINLESS SAVINGS

If you think you're paying too much for your company's wireless phone service, chances are, you are. By Sandy Townsend



Joe Allen

If you'd like to know for sure, there's an easy, painless way to find out.

JAS Performance will analyze your wireless plan, its features and your wireless phone bills to determine whether you're on the best plan for your money.

"My goal is to lower wireless bills as much as I can, but leave a cushion of minutes so customers don't go over them," said Joe Allen, president and founder of JAS. "We can restructure our clients' plans without a cus-

tomer having to change his or her carrier, account, phone numbers or phones. I work with your current carrier to drive down that bill as much as I can."

Allen said that most of the time, he can find ways to save customers money. For customers with 10 or more phones, he has reduced their rates 95 percent of the time. For customers with 10 or fewer wireless phones, he has reduced their rates 75 percent of the time.

Typical customers save 25 to 33 percent a year.

His review is so thorough, he saved one large electrical contractor, who had about 400 wireless phones, 29 percent, which translated to \$97,000 a year.

Although that yearly dollar savings may not be realistic for companies with fewer cell phones, the percentage of savings is.

"JAS can give contractors the peace of mind that they're getting the best deal for their cellular phone bill," said Steve Mores, president of BuyMax®, the buying service for HVAC, plumbing, roofing and electrical contractors.

"Contractors aren't always sure what plan is best for them," Mores said. "JAS Performance can save a contractor money and do it in a way that doesn't take a lot of their time."

Even though Allen is extremely familiar with the ins and outs of the wireless phone industry and their calling plans, his company doesn't represent any one wireless carrier.

"We work for the customer, not the carrier," Allen said. "The more we can save, the better it is for both of us."

"We take a totally objective look at a user's plan," Allen said. "Our customers can keep their provider, unless they want to change carriers."

Having JAS review your plan takes a minimal amount of time; Allen said he tries to limit a client's time to just 30 minutes. He asks clients to provide online access to their wireless account so he can review past bills or to mail him a copy of three months of billing. During the review, he looks at a number of things, including the plan, costs associated with each cell phone, minutes used, two-way radio time and use during nights and weekends.

In about a week, he provides recommendations, costs and savings in the form of a spreadsheet and letter. At times, he may even call a client's carrier to negotiate better rates.

Once the client gives JAS permission, JAS calls the company's wireless provider to put the new plan in place. He even follows up with the carrier to make sure the new plan is implemented correctly.

His fee for the initial plan review is two months of cellular phone savings. For example, if a client saves \$200 a month, the one-

time fee is \$400. If the client doesn't save any money, JAS doesn't earn a fee.

JAS also offers an optional monthly monitoring program for an additional fee.


"Customers can choose plans themselves, but because of my experience, they often like to leave it to me," Allen said. "I know the creative angles and techniques that can save customers money."

Allen worked in marketing, sales and pricing for major wireless carriers for eight years before starting his independent consulting company.

"Wireless plans aren't as straightforward as they seem," he said. "Every time they simplify something, there's another wrinkle somewhere else that makes things more complicated."

"And a wireless carrier's customer service agent may not always give their customers the absolute best recommendation."

JAS serves businesses of any size in the United States and Canada. The company is a BuyMax vendor partner.

So, BuyMax members benefit in two ways. They realize the immediate savings from their cellular plans, and they have the comfort of knowing that they are always getting the best cellular deal. For more information, contact JAS Performance toll free at 1-877-517-0527, or visit www.jasperperformance.com. 



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Let us lower your cell phone bill.

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Over 400 contractors have saved between 15 - 50% on their Nextel and other cell phone bills.

Save Time & Effort.

The process takes only 30 minutes and JAS handles all of the administration.

No Risk.

Our fee is only two months of the actual savings **ACHIEVED**. If we can't save you money, you pay us nothing.

JAS Performance specializes in cellular telephone service audits. Our customers have saved from 15-50% on their cellular service bills, some over 50%! No savings, no fee! Call Joe Allen today.



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