DAIKIN ELITE DEVELOPMENT PROGRAM

Member Spotlight

Expert Air Cooling & Heating

SPRING, TX

22	40+
EMPLOYEES	YEARS IN BUSINESS

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How has your overall experience been with the Daikin Elite Development Program powered by EGIA Contractor University?

"I really enjoy the program and working on my company. The business coaches have helped me to build my confidence and change my mindset about my overall business.

What elements of the Daikin Elite Development Program, powered by EGIA Contractor University, have you found most beneficial to your company?

"The content on the website is amazing – there has been a lot of hard work put into the training materials. We use the resource library the most and it has helped us set up KPI's and job descriptions for our team. We are now holding our team accountable.

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What have you been able to improve in your business as a result of the Daikin Elite Development Program powered by EGIA Contractor University?

"We have improved the most in selling our service agreements. Approximately 92% of our revenue comes from our existing service agreement customers. I would have never known this information without the assist of this program. I didn't know how to calculate this number. Now we place a lot more of our focus on these existing customers.

How would you compare the Daikin Elite Development Program, powered by EGIA Contractor University, to other business training programs you have used/experienced in the past?

We haven't used any other program. We've only used the Daikin Elite Program.

What type of financial impact would you say the Daikin Elite Development Program, powered by EGIA Contractor University, has had on your business?

We have grown tremendously – our revenue is up, net profit is the highest we have ever had, and service agreements are selling.

What would you tell other contractors who may be considering signing-up for the Daikin Elite Development Program powered by Contractor University?

This is not only an investment in your team but in yourself – you will grow personally and professionally.