DAIKIN ELITE DEVELOPMENT PROGRAM

Member Spotlight

Kennedy's Heating & Air

JACKSONVILLE, NC

17	9	4M
EMPLOYEES	YEARS IN BUSINESS	ANNUAL REVENUE

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

"We've enjoyed the resources – business training for all our employees from sales personnel to call takers.

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

"We use the Best Practices Library, it allows everyone on the management team to focus on their specific areas. They can make improvements to their departments.

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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?

"When we first joined, we were struggling with pricing, we knew we were not charging the right amount for our service. We immediately started watching the videos in the library to understand how to price our services correctly. By following the videos and spreadsheets we have implemented flat rate pricing accurately.

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 have only used the Daikin Elite program and are not interested in using any other platform.

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

The platform has impacted us financially by the providing the business training for us to deliver better service to our customers with the proper pricing structure to ensure we achieve our goals and hit our KPIs.

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

Just sign up! Utilize the best practices library and use the coaching sessions. You will not turn back.