DAIKIN ELITE DEVELOPMENT PROGRAM

Member Spotlight

Reliable Comfort Inc

SEYMOUR, IN

34	22	7M
EMPLOYEES	YEARS IN BUSINESS	ANNUAL REVENUE

Q

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

I really enjoy it. A lot of the training content has helped me find answers on many business questions that I come across. There is always some information and resources that I can use and apply to my business.

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

There are two things that I really find to be helpful: The Daikin Elite Operating Guide and the best practices videos in the library. They have been very helpful. If I am in the office, I'll just pull up one of the videos and listen to them and I won't do other stuff and will just focus. I often go back and review accounting, pricing, and just business development trainings in general. I like the leadership trainings as well. I bet I watch at least one training video a week. I also like that platform connects you and gives you direct access to many of the best industry leading advisors and coaches, who have already been there and done that. I am able to learn from their mistakes and experiences.

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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 I first joined, I was a struggling contractor, honestly. I was frustrated and didn't really feel like we had good handle on where we wanted to go. I mean we had been in a business for 18 years at that point and we had done okay and I had a good job, but I did not have a business. So probably the biggest thing I have been able to improve through what I learned is: This place now runs without me, I don't have to be here. If I need to go take off periods of time, it just goes on autopilot and does what it needs to do. It really improved the accountability, structure, financial performance, and more. Honestly, I don't think there is any area in my business that did not improve as a result of this platform.

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?

The thing I like is that it is different from other programs in that it is an educational platform that you can find answers to any questions or any struggles you have. It is a comprehensive guide. If I have any challenge, I can just go to the search bar and type in any random questions and I always find something to help me with it. I'm really confident that there are no challenges I couldn't solve with this platform, and that's very different than other programs that are available out there, which tend to be niche focused, high level surface stuff versus this program which covers you from A to Z, and it is very comprehensive.

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

It's really been tremendous. Like I said, it took me from a place of struggling with who am I going to pay this week to what do we do with the excess money we now have. Part of it was spent paying debt off, strategically investing back in the business, and paying ourselves more. So we have had tremendous results, and it has helped with cash flow, profitability, income and employee growth. The platform has had a great financial impact. We were making under 3 million in revenue before we started and now we are up to 7 million in annual revenue as of today.

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

Just do it! There is no reason not to. There is so much value that it's a no brainer to jump in and do it. If you are someone who is considering to join, number one advice I have for you is: Do something with the information you get! The message here is to learn a little, do a little. That's really how we tackled this. I learned a little bit and went back and did a little bit. Because, sometimes we as contractors get stuck in "I have to learn all this stuff before I start," but we don't. When you get in a cycle of learning and doing, you get traction, you start growing, you start seeing positive changes, which builds excitement and it continues to grease the wheels and fuel the machine. If your business is important, your people are important, why wouldn't you invest little bit of time on your business?! It's not going to get better by an accident.