



Member Spotlight



Blair's Air Conditioning & Heating

CLEARWATER, FL

31
EMPLOYEES

51
YEARS IN BUSINESS

8M
ANNUAL REVENUE



Q

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



Blair's overall experience has been positive for us (the owners) as individuals and our company by providing improved performance and productivity.

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



We have only scratched the surface of the offerings of the Daikin Elite Program. However, if we had to choose from the most beneficial at this time it would definitely be the two EPIC annual conferences that we have attended. There was such a wealth of information available that came back with us. We took time to review and evaluate the information and then transferred it into workable processes in our company.

A

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



There have been several areas of improvement in Blair's since the inception of our interactions with EGIA. If one area were chosen it would be creating a stronger company culture by re-establishing our Culture and Mission statement. Plus, meetings with the staff regarding the new content which has increased collaboration and innovation of the team.

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?



There are more educational offerings than we have found in other programs. Not only on demand but in person and one-on-one business coaching which is invaluable.

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



The ROI of the Daikin Elite Program has been on the rise, the longer we are members. The intangible benefits are more prevalent at this time such as improved brand reputation and the strengthened relationships with not only team members but business partners as well. We have grown our team from 24 to 33 and have increased the number of fleet vehicles on the road. This will increase our annual revenue going forward.

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



If you are currently selling Daikin equipment and parts, you will not even notice the cost of the development program due to the possibility of it being paid for with accrual dollars. This makes it a no-brainer to make the investment into your company. We are looking forward to continued learning of all the benefits available as time goes on. There are so many benefits available, that you want to renew the relationship with EGIA. The value received will contribute to your company's growth, development, financial health and long term prosperity.