



GRANT CARDONE Sales Training University

Solutions, Accountability and Training... Just a click away.



Case Study

1st full month on Cardone University Acculevel hit \$1.37 million for the month - beat out their best month in company history by \$270,000 (\$1.1 million was their previous record breaking month)



Your foundation, waterproofing, and concrete repair experts for homeowners in Indiana, Kentucky and Ohio. We are Honest about finding the solution and stopping the problem at the source. We pride ourselves on staying independently owned and operated for over 20 years. Acculevel is always exploring new ways to use technology. We take protecting your home very seriously. Innovation makes us a leader in foundation repair.

Nolan Beery
Acculevel – Sales Manager

Objectives

- Increase in Average Dollar per Sale (ADS).
- Target: \$6500 ADS | \$1.5mm revenue for the month
- Consistent, quick, easy, and accessible training

Solution

- Team held to mandatory training on 2 chapters per day
- Ran Cardone Content for meetings once a week
- Used as company-wide training, not just their sales team

Results

- 1st 30 days on Cardone University increased monthly revenue to \$1.37mm - beat out their best month in company history by \$270k (\$1.1mm Previous record breaking month)
- Their ADS increased to \$5800, which is a \$1300 increase per sale
- Their team understands the importance on their role while being more confident and competitive. The training has made a huge impacted in getting their mindset right each day

Challenge

Looking to improve their overall Average Dollar per Sale (ADS). They had a good closing percentage, but needed higher deals. Current average sale was \$4500 with a target of reaching \$6500 with a total monthly revenue of \$1.5million. They were looking for training that is something consistent their staff can go to that is quick, easy, and is always there for their team.

Approach

Team held to mandatory training on 2 chapters per day, management enforces this daily. Currently running Cardone meetings weekly with the expectation to scale this into daily meetings as the program progresses.

They not only use the sales training for their sales team, but for their company-wide training. They feel the content relates to be very service oriented that can be used for all positions in the company.

Results

Complete change in attitude across the board. More team oriented and a better perspective on their overall impact to the company.

1st full month on the program they hit \$1.37mm - beat out their best month in company history by \$270k (\$1.1mm Previous record breaking month) Their ADS increased to \$5800, which is a \$1300 increase per sale. Their sales team has a better understanding of the importance of their role in the company and they are more confident and competitive. We have noticed the training has been a huge impacted in getting their mindset right each day.

“Our favorite result from Cardone University has made our jobs easier and more enjoyable. Our team now wants to better themselves rather than us always having to push them. We have tried different training in the past. Nothing compares to Cardone University. This is the only training we found that completely immerses our team in content and we feel Grant is specifically talking to them even though it is not specific to our industry.”

“We are appreciative of the positive energy Cardone’s team, Dave Robards and Rhett Holaway, provide on each call. Dave truly lives out what he says and is an example of the product he provides.”
– Nolan beery