



Quest Education increased their monthly sales by 33% and has reached a new baseline monthly revenue

“50% of why we’re doing better is Cardone University training”
Daniel Blue - VP of Sales

Company’s Top Objectives

Most of Daniel’s team at Quest Education has been with the company for over a year. As the company’s Vice President of Sales and also trainer, Daniel’s next step in growing the business was to put energy towards the company’s direction. What he needed was a way to keep improving the team while he put his focus on the company’s direction. By implementing a culture of training Daniel was able to help his team give their customers a more consistent experience between salespeople and increase the company’s monthly sales revenue by 33%.

Challenge

The shift in Daniel’s focus came from a need to find a way to keep the company revenue consistent month after month. The monthly figure would either fall below average or greatly exceeded the average but didn’t offer a stable base to improve from. He knew that to get this he’d need to promote a culture where improvement was the normal and training was something that everyone was involved with.



Top Benefits Achieved

- ▶ 33% increase in average monthly revenue
- ▶ Monthly sales have stabilized at a much higher base than before
- ▶ Daniel’s team is bought in on improving themselves through training





The Solution

At first, Daniel was training his team members. For him to be able to focus on the company's direction while still building a culture of training, he connected with David Bradley from the Cardone Training Technologies team to roll out the program.

Using a suggestion from David Bradley, Daniel started his team's training with a structured approach. Each morning his team trains from 2 chapters on the Cardone Certification path and also completes 2 chapters that Daniel assigns from a specific course for the week.

Everyone completes the training before noon each day and a training meeting is held to review the assigned content for the day.

Another way that Daniel has used the platform to establish a training direction is with the use of the training calendar. He assigns a specific section of content using the platform's calendar feature and it directs his team members into the course of his choosing for their assigned training.

The Key Benefits

Quest Education has achieved massive results in a short time period through consistent training and a structured approach on their leadership's end to make sure the team is accountable.

Cardone University has helped them see an increase of 33% in monthly sales revenue by helping their team produce more and reach a stable monthly baseline to their sales figure.

Rather than seeing a low month followed by a high month they've reached a new level of production and are now consistently seeing the type of results they like.

"I was thinking it seemed like a big investment, so glad that I did it because it's important that companies like mine have a focus on growth."



"I didn't have to incentivize or throw out crazy spiffs to get them to train. They're bought in and sold on training."

Daniel Blue - VP of Sales

