

Scorecard Testimonial

Hiring a consultant is always a little nerve-wracking because you don't know if you will get the value back with your investment. I can say that concern went away rather quickly after the first month of watching Aaron and his team jump into action. What impressed me the most is how quickly they evaluated and understood our culture and each team members personality. They quickly went from being an outsider to part of our team.

Aaron does a masterful job of communicating to everyone involved, setting expectations, and delivering results. He was able to get initiatives off the ground that quite frankly, we were not able to do. A few things that come to mind include daily huddles, efficient department meetings, effective sales training, getting our reluctant staff comfortable with role playing and most importantly, establishing a level of accountability that we were simply unable to effectively establish on our own.

Feedback from our team is always positive and they quite often note that Aaron and Janelle treat them with respect and are always positive. They have a way to uncover each person's unique ability and leverage those abilities to the fullest. Additionally, Aaron worked with several of our first-time managers and created a management training program which included coaching, a book club, and a resource for them to bounce ideas and think through challenges.

As far as return of investment? After only a couple short months of laying the groundwork and getting the tools our team needed to be successful, we are already exceeding sales from the previous year. Aaron has made sales fun again by implementing tools that recognize the leading indicators or the activities that generate good results vs. only the results. Best of all Scorecard is giving us the lifelong tools and roadmap to be successful and at the same time, has made our company better through sales by impressing upon our team that sales can be a good thing and does not have to have a negative connotation.

I would highly recommend any team that is ready to commit to being the very best in their industry and investing in their people.