

### Scorecard Testimonial

Hiring a consultant is always a little nerve-wracking because you never truly know if you will get the value back with your investment. That concern went away 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. They quickly went from being an outsider to part of our team.

Aaron does a masterful job of communicating, setting expectations, and delivering results. He was able to get initiatives off the ground that quite frankly, we were not able to do on our own. 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 accountability.

Feedback from our team is always positive and they regularly note that Aaron and Janelle treat them with respect and positivity. 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 support resource.

As far as return of investment? After only a couple short months of laying the groundwork and getting the tools in hand that our team needed, we are already exceeding sales from the previous year. Aaron has made sales fun again by implementing tools that focus on the activities that generate good results vs. only results. Scorecard 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 Scorecard to any team that is ready to commit to being the very best in their industry and investing in their people. You can trust Aaron and his team to deliver!



P. Joshua Gluck  
President  
Douple Agency, Inc