

Bill Fox

William C. Fox Heating and Air Conditioning

Burlington, New Jersey • 10 Employees • 41 Years in Business • \$1.7M Annual Revenue • Brand Sold: Trane

Why did you decide to select Contractor University and the Business Accelerator Program as one of your growth benefit selections?

I saw Weldon Long talk at a seminar and liked what he had to say. Afterwards I got a bunch of emails, so I sent a couple of my guys to a Contractor University seminar and when they got back they were so excited. When Trane offered it, it was a no-brainer.

How has your overall experience been with Contractor University since you've joined?

I think the guy I talk to on a regular basis, my rep, has been pretty cool and understanding. He was a breath of fresh air because it was an outlet that wasn't your competitor, TM or your spouse.

What elements of the Contractor University platform have you found most helpful and what portions have you utilized the most?

That's hard to say. I think that I've almost used everything from sales to employment to recruiting. Contractor University has provided so much content and resources that it opened my eyes to things such as retention, company culture and the importance of open dialogue – especially in a family-owned and operated business.

What have you been able to improve in your business as a result of the Contractor University platform?

As I mentioned earlier, company culture, sales, and communication skills. Another would be the chance for me to be able to develop into more of a professional business leader to my staff and being able to implement the things I see and hear about in the market into my company.

How would you compare the Contractor University platform to other business training programs you have used/experienced in the past?

Other companies come in with teasers and then try to sell you their products. Contractor University hasn't done that, my rep hasn't done that. So I would recommend it for anybody that wants to join because you'll have an outlet, someone to bounce ideas off of and get a second opinion from.

