



JOBPROGRESS[®]

Built for Contractors by Contractors[®]

JOBPROGRESS AT DOUBLE D CONSTRUCTION: GOING FROM GOOD TO GREAT WITH JOBPROGRESS

BACKGROUND

In mid 2015, after spending 25+ years serving New Jersey homeowners with roofing, siding & home improvements, GAF Certified Master Elite Contractor Dennis Darrow, founder of **DOUBLE D Construction**, began using the JOBPROGRESS platform.

Dennis' goal was to grow profits, work a lot less and reduce stress related to successful business ownership. Dennis also wanted to position Double D for future stability and growth. Training was easy, most employees trained themselves and getting up and running took very little effort.



"Prior to using JOBPROGRESS, I worked 24/7 on my business, I was spinning my wheels and going nowhere fast." -Dennis Darrow



RESULTS

Immediately, the Double D team agreed that they were able to do more with less time, make fewer mistakes, communicate better and collaborate with less stress. This enabled everyone to re-focus on quality, profitability, productivity and relationships.

By the beginning of 2016, Double D Construction had fully adopted JOBPROGRESS both in the office and out in the field. Thousands of customers, opportunities and jobs were managed through the new system and Double D began seeing the incredible results in hard numbers. It was apparent that the JOBPROGRESS platform allowed Dennis' business to flourish and allow him to manage the operation as it continues to grow & prosper.

By the end of the 2016 3rd Quarter, Double D was able to tally the positive business outcomes resulting from the company wide adoption of JOBPROGRESS and the results were nothing short of REMARKABLE! Dennis was able to accomplish more success with less employees and effort. Dennis calculated an increase in overall profits, efficiency, employee & customer satisfaction. **Double D is now operating like a well-oiled machine.**



RESULTS BY THE NUMBERS

33%

Overall increase in company operating efficiency

\$125,000

Total annual net cash benefit conservatively directly attributed to **JOBPROGRESS** adoption

1560

of hours saved by team in and out of office over the year

3 to 2

of estimators doing more estimates and sales presentations equals greater load/less effort

25%

Percentage reduction in complaints, issues and mistakes across the company

55%

Increase in net profit when compared to previous year over year for the period

22% - 35%

Closing rate increased Incoming Leads to Closed Sales

ELEMENTS OF SUCCESS

Double D Construction experienced benefits that immediately affected the health of the company and all can be directly linked to **JOBPROGRESS**. There were many positive business outcomes; the results we shared are the ones we found most notable. Positive feelings and happiness are hard to quantify, yet we feel these elements are also directly attributed to the use of **JOBPROGRESS**.

PRE - **JOBPROGRESS**

Double D was using 70 page spiral notepads for each salesman/estimator and had tried several software platforms offering some form of cloud based solution. None met the all-in-one and ease of use expectations that Double D deserved.

When it came time to jump into **JOBPROGRESS**, the company simply began entering in leads and job information directly into the platform and let success breed naturally from that point forward. Prior to that, all sales follow up and operation efforts were handled manually and verbally through tons of conversation through inefficient methods in an attempt to keep everything running without problems.

The business had come to a point where the effort to manage it was more of a burden than time spent tending to customer relationships, profit maximization and focus on quality of work. Overwhelmed, the Double D team was constantly putting out fires and handling daily crisis.

WITH **JOBPROGRESS**

Redirected, Double D was able to move its entire team onto a success platform employees could easily plug into as the business began to operate more efficiently. With **JOBPROGRESS**, Dennis established a workflow that fit his needs and the needs of his business. **It was easy to adopt!** He is incredibly excited about the health of his smoothly running contracting business.

Dennis is passionate about sharing this amazing tool with as many contractors globally as he can. It has allowed him to put more in his pocket with less effort, free up time to spend with his children and watch the new growth come easily to his thriving contracting business.



"Now that I'm using **JOBPROGRESS**, it allows me to focus on what's more important, like sales and growth." -Dennis Darrow

CONCLUSION

In the true spirit of democratizing success opportunities, **JOBPROGRESS** and **DOUBLE D** Construction not only wanted to show the world how business has prospered, we wanted to let you know that **JOBPROGRESS** is the right fit for your business and will provide you access to the very same framework that generated these phenomenal results Double D Construction has realized.

JOBPROGRESS is so proud to work with you to achieve this success together!

JOBPROGRESS has many more contractors nationally now experiencing the same results and they too are building new **JOBPROGRESS** success stories.

