



Enhance Your Training

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Atrixware E-Learning Case History

Real Estate Training

Background

A real estate agent training school provided high quality, cost effective training to those seeking to enter the insurance, real estate and appraisal business, and to those practitioners who are seeking to renew their licenses through both classroom and distance learning education. Recognizing the changing demands of their market, their goal was to upgrade their service and support to make the learning process a more positive and enjoyable experience. But with multiple locations up and down the east coast, they were training dozens of students per week, and demand for their courses was growing, making an online solution almost imperative.

The Problem

The most immediate problem, however, was that they needed to come up with a way to keep up with changing state requirements and regulations. If they couldn't adapt their course material, they wouldn't be allowed to offer their training to their students because the training wouldn't count towards certification. They also needed to create a more user-friendly way for their students to access their training, primarily for competitive reasons, but also because of how students were most comfortable using online systems. If they couldn't adequately address these issues, and others, they would quickly start losing students to other vendors who could provide what the younger students in particular were looking for.

The Solution

Working with Atrixware, the company was quickly able to create an extremely user-friendly training experience for their students. They were able to transfer all of their course material over in a matter of weeks. And they had converted their entire system in less than 4 months.

The Result

As a result of switching to Atrixware, the company's student base has grown by over 30%, and their students are now able to earn or renew a license in their career field, even as the requirements are changing on a state-by-state basis. Using the Axis LMS, the company has been able to stay on top of these changing regulations and maintain their certifications with a minimum of cost and effort.

Even better, the company realized that the time spent creating, editing and updating their training courses had been reduced by 50% as a result of adopting Atrixware, along with a concomitant reduction in staffing and support. This allowed the company to offer more courses and other services to meet their students' needs, portending even more growth in the future.