

8/26/16

Hi David,

This is Ryan Reh, we spoke a few weeks ago on the phone right after I had completed your course. Let me tell you about the power of your training.

At my company, when I first started using Monarch we were taught how to extract basic data in 15 minutes. We would then move the information to Excel and perform many types of filtering, sorting, calculations, and summaries if needed. One certain provider file we work with could take as long as 15 minutes of prep, every single time we received it...just to get it ready to upload into our system. I just knew in my gut that the repetitive nature of the work we were doing in excel, might be able to be completed in Monarch, if I only knew more.

So I went out onto the web and found your video online. I watched it and walked away feeling confident of my new Monarch abilities. I was able to pull data better from the reports, but I felt like I was still missing something. I decided to take your class... what could it hurt.

I am here to tell you, that from your training on how to use filters (value, formula based, and compound), using basic calculations, the application of sorting, and through the creation of summaries, I was able to get the prep process, on that specific file, down to less than 30 seconds!!!! I am literally talking about someone opening up the file using Monarch, running the model, and then exporting it. No work needed in Excel! None! No manual translation of data needed!

I created a model which has already paid for your training class in less than 3 weeks! That is unbelievable. I was hesitant to take your class even after looking at the syllabus thinking that I knew 75% of what Monarch offered. The reality is I knew I solid 15%, and that 10% of that was from watching your "free," data extraction video on YouTube.

I think people watch your YouTube video, and walk away thinking that you gave away the farm. You know you didn't give away the farm, which is why you offer a self-paced class... I only wish they took the same leap I did... if they only knew what they were missing.

BTW – Make sure you tell people to take notes! If I didn't have the notes I took from the class I would not of been able to succeed as well as I have.

Thank you so much! Keep up the good work!

Ryan Reh
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