

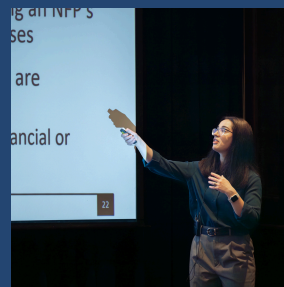


CLIENT SUCCESS STORY: Tailored Training that Delivers Results

Firm: Blue & Co., LLC

Interviewees: Grant (L&D) and Abby (Audit)

Training Program: GLS Level Training (Levels 1-4)





THE CHALLENGE

Blue Accounting & Advisory faced a familiar yet frustrating problem: their level training for audit staff had gone stale. The content was repetitive year after year, the training delivery felt outdated, and staff were only retaining a fraction of what was taught. As Grant put it, “In three days of training, we only got about a day and a half of actual learning.”

Compounding the issue, their previous training provider was tied to old audit software. When the firm transitioned to a new system, their training no longer aligned, leaving a gap in both tools and talent development. Abby noted that the team needed more than just theory. They needed real-world application, relevant case studies, and content that reflected how their staff actually worked.



WHY GLS

Initially, the firm enrolled one staff member in a virtual online Level Training course at GLS. His glowing feedback made the decision easy: “It was more engaging and made sense in the way it flowed.”

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In a planning meeting, GLS laid out detailed learning objectives, pacing, and course descriptions that addressed the firm’s concerns directly. The training wasn’t just off-the-shelf—it was personalized. Abby and her colleague Priya appreciated that. “It alleviated a lot of our fears about the unknown,” she said.

With that reassurance, the firm committed to fully integrating GLS Level Training into their professional development plan.



THE RESULTS

GLS tackled some of the firm's biggest technical and procedural training pain points, including revenue recognition and documentation best practices for younger staff. The firm quickly saw the difference.

"The fundamental concepts we learned in the morning helped us better understand our firm's processes in the afternoon," said Grant.

In the past two years, internal feedback has soared. The training earned the highest participant ratings in four years, and quality control leaders are thrilled with the improvement in staff performance.

Though Abby doesn't directly oversee a large number of junior staff, she's noticed her colleagues at similar experience levels are engaging more deeply with GLS content than previous training. "The commentary we received was really strong. Keep it going."

THE GLS DIFFERENCE

When asked what sets GLS apart, Grant didn't hesitate:

RESPONSIVE

COLLABORATIVE

PERSONABLE

"GLS has been more responsive and personally invested in our firm's success than any vendor we've used. When we work with your subject matter experts, it feels like we're on the same team."





WOULD YOU RECOMMEND GLS LEVEL TRAINING?

“Absolutely. 100%. No question.”

Grant emphasized that having tailored, foundational training for newer staff fills a major gap often left by firm-wide trainings focused on EBP or government. “It’s beneficial to have that base level training annually, and to know it’s specifically designed for the types of engagements our younger staff work on.”

THE BOTTOM LINE

“The data doesn’t lie. The quality of work has improved, and the feedback is stronger than ever. We’re proud of the changes we’ve implemented—and GLS has been a big part of that.”

If your firm is looking for more than just check-the-box training, GLS Level Training offers a fresh approach with measurable impact.



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