



# Customer Success Story

ADVANCE FINANCIAL



**Industry:** Finance  
**Sector:** Employee Training  
& Compliance Training



## The Results

### Rapid Deployment

Training team is able to quickly access reports on course completion and assessment data much easier than before. This helps the training team quickly identify training opportunities for all employees.

### Cost Savings

After implementing Litmos and removing their old LMS, Advance Financial realized a cost savings of approximately \$37,000 per year.

“We have been able to save \$37,000 per year by switching to Litmos from our old LMS.”

**Stacey Morse**  
Senior Instructional Designer

## Advance Financial Banks on Litmos For its Value and Intuitive User Interface Learning Strategy

Advance Financial offers an array of financial services, from short-term loans, check cashing, wire transfer and bill payment, to money orders. The financial center, founded in 1996, is family-owned and operated in Nashville, Tennessee. Advance Financial currently operates more than 60 locations throughout Tennessee and employs more than 600 local representatives.

## The Challenge

Stacy Morse, works on a team of five which oversees the training and development of over 600 employees across all of its locations. The company needed an easy and cost-effective way to deliver important content to all of its employees. Most employees must complete one to two eLearning courses per month for job related tasks and compliance training. The company does also offer face-to-face training, but eLearning courses are an important complement. In 2013, Advance Financial started evaluating a new LMS based on the following needs:

- Cost-effective solution for a growing team
- Easy-to-use interface for learners and administrators
- Simplified process for accessing reports and analyzing course completion data

## The Solution

After carefully considering several LMS solutions, the Training and Development team chose Litmos because of its intuitive user interface and value that the product offered for the cost. The team saved \$37,000 per year by switching to Litmos.

The team is also very excited about some of the new enhancements to Litmos, including badges and certifications.