

June 2, 2009

Dear Andrew,

Since joining coaching April 15, 2009, I have taken 21 new listings and now have a total of 41 listings. I have 14 pending transactions that will close in the next 60 days.

The key has been making more contacts than I was accustomed to making and maintaining contact with those calls over a period of time. Andrew makes sure that I maintain my focus on what is going to make me money 90-120 days down the road, and that's having the listings! I have turned down many "volunteer" offers that will take time away from my business and my family. I am beginning to get better control of my time and learning there are plenty of people that need my help.

Gettys M. Glaze, Broker