

FROM: Gettys M. Glaze
SENT: Wednesday, November 04, 2009 2:46 PM
TO: Rosellen Lacey

Andrew,

This is just a quick note to let you know how much I appreciate all that you are doing for me. Since starting coaching in April, I have listed close to 50 properties and closed 30 deals. There are many people that need help and with getting appointment, I don't get caught up in how much they need to sell for, but pricing it to where the house will sell. I can begin to see the "accumulative effect" starting on the calls that I have been making the last 6 months. November is lining up to be a great month with 13 closings. I actually listed 4 properties this week and it's only Wednesday. I love this business!

Getting focused and making the dials each day has helped me with generating the activity that I have been looking for - more appointments with sellers and control of my life and business.

Thanks for your positive, straight forward advice. Take care and look forward to seeing you soon.

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