

Andrew,

I would never have been successful if you had not taught me such incredibly effective and honest scripts. I would not still be in real estate if I had not learned how to prospect daily from you or learned your listing presentation. I would not be successful today if I had not adopted your daily schedule to keep me on task, or learned to mimic your persistent discipline. I would have thrown my hands up in disgust if you had not taught me to think "next". I would have strayed off course so many times if I had not had my weekly coaching call to keep me accountable and focused.

All of these nuggets of knowledge are priceless, but I think it all boils down to this, Andrew Lacey has ingrained in me that I control my business. I am not at the whim of the market or the economy. I don't sit around waiting for my phone to ring with business. I make new business every day. My attitude and my persistence make me a success and the beauty of it is that I can recreate this success every day. I can control what I do today and that helps insure that tomorrow is exactly how I want it to be in my business.

That's a teaching beyond measure. Thank you Andrew!

Michael Shoffner