

Andrew,

I was so lost in this game of Real Estate when I came to your class the first time. I knew I could be good if I just had direction. When I heard you start to speak I knew you were the road map I had been looking for!

I signed up for coaching with Kelly and she was awesome. I made 127,000 that year (that may not sound like a lot but the most I had made before was 36,000). I ended up having to have 2 surgeries and my mom was diagnosed with breast cancer so I had to drop out. It had been 6 months since I had really worked. You called to let me know you were going to be in town and doing a class. I came and you lit the fire again.

My husband was not really on board with me spending money on coaching since I had been to several classes and I knew what to do. You invited my husband and I out to dinner and changed his mind. He is always reminding me to stay on track and keep doing what Andrew says or he will say what would Andrew say about that? Then just do it. So since I have joined back up with you in December I have 11 listings. I got 4 in one week alone which I had never taken more than 2 in a week. Starting December 27th I had 3 of my listings go under contract in that week. One had only been on the market 7 days and another one I received 4 offers on. That also was a first for me. As of this month I have 4 closings. I got a listing yesterday and got a buyers contract also within 2 hours. And I have another listing appointment tonight that I had been working on for 2 months, they are finally ready.

So don't let the media tell you the market is bad. The market is GREAT! All you have to do is what Andrew says. Keep it simple and just do it. I can't wait to be as good as Andrew believes I can be. Thank you Andrew for giving me hope and the answers to the life I want and deserve.

Pam Ford
Affiliate Broker
Keller Williams Realty