



Angel & Patty Inc.

TO: Richard Kurtz
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When I was first contacted by Connie to schedule a workshop for my agents I took notice of the confidence exuded that my company would be able to leap forward with higher production.

I have been a top agent in my area for over 20 years and am now an owner of a franchise. I am constantly contacted to have trainers or coaches meet with my agents but this was different than anything I had heard before. I communicated to Connie that it is my goal to increase my personal production from \$50m to \$90m annually.

Hearing that the materials shared by their top agents share specific strategies could help me reach my goals was the reason I decided to schedule a meeting for 20 of my highly successful agents as well as myself, my wife and two sons.

We saw new things NEVER BEFORE SEEN. Richard Kurtz presented a 1st class, nuts and bolts presentation. Every attendee was captivated seeing system after system of currently used strategies by their top active agents.

It's rare to have successful strategies shared. It's more rare to not just share the information but allow each agent to duplicate the strategy for themselves.

It's very clear that the old rules of doing business do not apply in our current selling realm. This workshop opened our eyes to new systems, tools and strategies that have been proven to work. We can't wait to get started implementing what we learned!

If your office wants to grow and have your agents production skyrocket, make sure you schedule an invite for the workshop so you too can get THE EDGE on your competition. We have!

Sincerely,

Angel & Patty

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