



## *Sage Valley Ventures Inc.*

April 29, 2014

Hi Justin,

Prior to receiving your coaching, I was struggling with my position in our real estate business. During our 2-day coaching visit, you told me in no uncertain terms that I did not share the passion for real estate that my wife has always had, and that was standing in my way. You also told me at that time, that it was OK to not have that passion as long as I recognized that I had chosen real estate as my vehicle, and to develop the drive predicated on something that I am passionate about.

I need to tell you that identifying that issue alone has transformed my entire thought process. As a result, I am developing newfound confidence in my ability to network and discuss business. We have moved forward with the marketing plan you laid out for us, and I am now very comfortable following up on marketing leads and speak with authority. We are currently in the process of closing on a new flip, about to complete another flip, and just added 6 buy and holds to our portfolio.

This was a major step forward in what I anticipate to be long-term association with you and Eddie. Thank you both for the insight and thank you for taking interest in our success!

Steve Picha