

## Coaching Investment Pays Big Dividends For Years

### MEMBER SPOTLIGHT

**MEMBER:** Alex Ruggieri, CCIM

**TITLE:** Senior Advisor

**COMPANY:** SVN

**LOCATION:** Champaign, IL

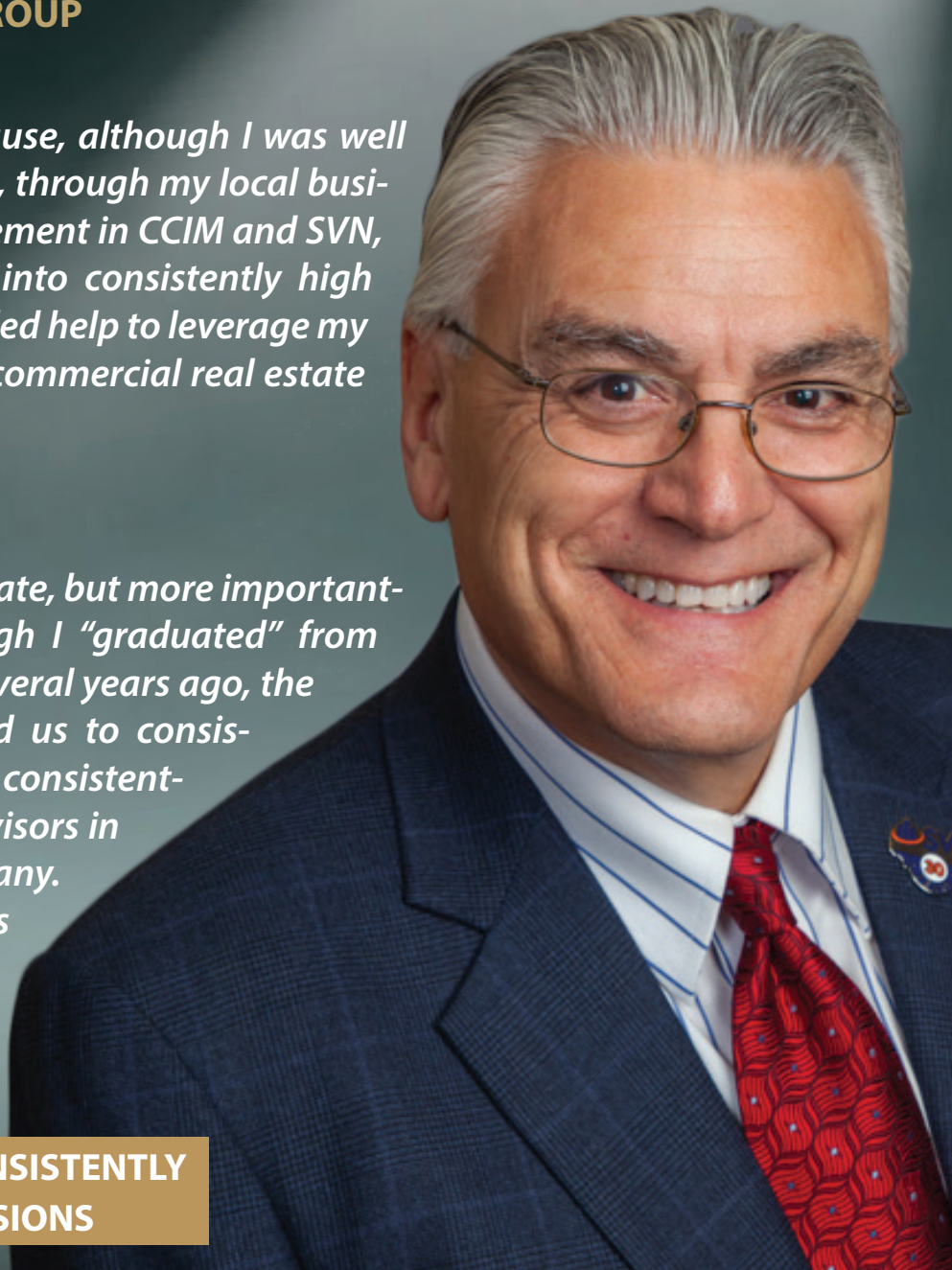
**COACHING PROGRAM:** 1-to-1 Elite Coaching

### WHY I BECAME A MASSIMO GROUP COACHING CLIENT:

*I became a Massimo client because, although I was well known in my market and region, through my local business show and proactive engagement in CCIM and SVN, my presence did not translate into consistently high commissions. I recognized I needed help to leverage my awareness factor and build my commercial real estate brokerage business and income.*

### MY EXPERIENCE:

*My results were not only immediate, but more importantly have been enduring. Although I “graduated” from the Massimo Group coaching several years ago, the principles applied have allowed us to consistently grow our business. I have consistently ranked in the Top 10 of all advisors in our national brokerage company. This investment in myself years ago continues to pay dividends today, and in the foreseeable future.*



**LEARN HOW YOU TOO CAN CONSISTENTLY  
EARN HIGHER COMMISSIONS**