

Start Growing Together

MEMBER SPOTLIGHT

TEAM MEMBERS:

John Orr, CCIM, Retail Services Director

Elyse Welch, CCIM, Senior Associate

COMPANY: Lee & Associates

LOCATION: Charleston, SC

COACHING PROGRAM: Team Elite Coaching

WHY WE BECAME MASSIMO GROUP COACHING CLIENTS:

Our business was growing very quickly and we were struggling to solidify our business model.

Additionally, we knew that we were spending too much time focusing on individual transactions and not enough on growing our business.

We had been following the Massimo Group for years and heard how they helped other teams significantly grow their businesses.

OUR EXPERIENCE:

Our coach was an incredible guide and held us accountable through multiple challenging transitions. We now have higher quality clients, higher value assignments and as a result a much stronger pipeline. We also have dramatically expanded our presence and now have a recognized brand.

**IS IT TIME FOR YOUR TEAM
TO WIN BETTER BUSINESS?**

