

New Focus, Greater Results

MEMBER SPOTLIGHT

MEMBER: Will Suarez

TITLE: Senior Director

COMPANY: JLL

LOCATION: New York, NY

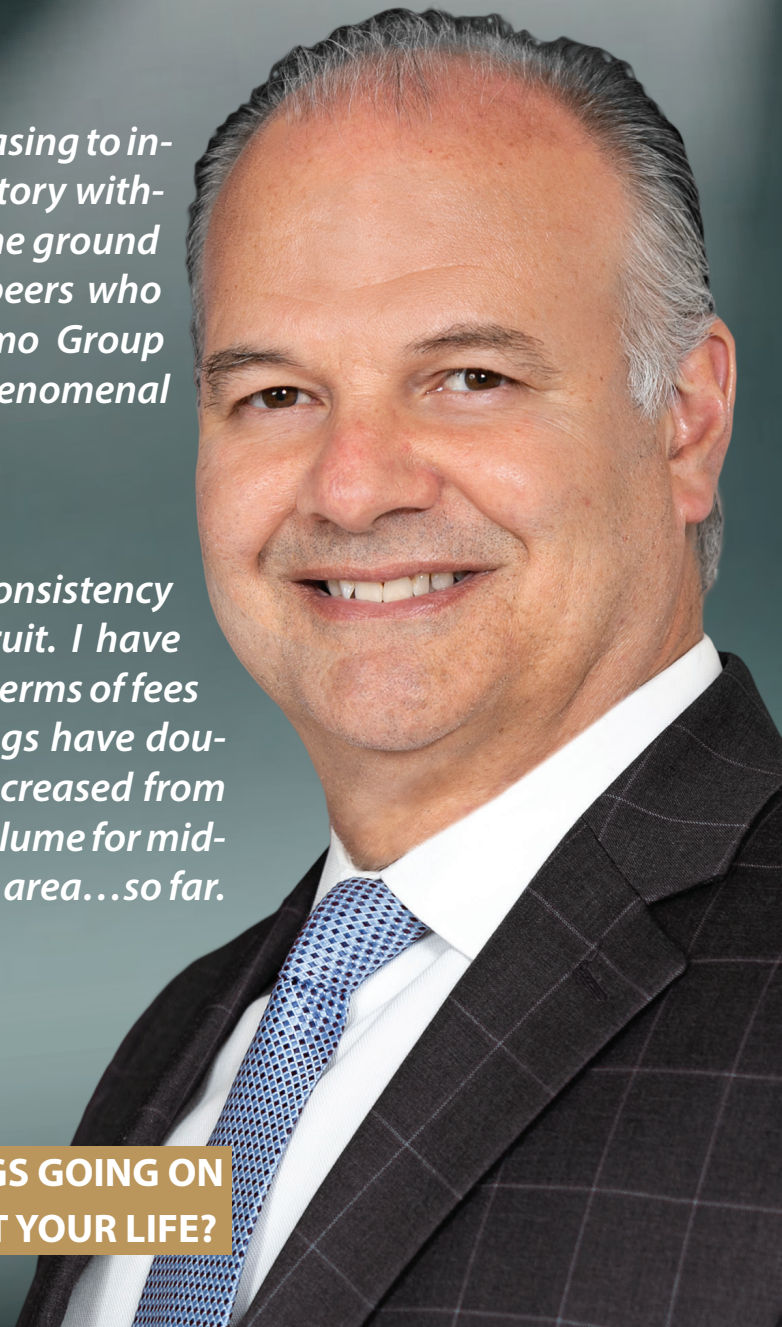
COACHING PROGRAM: 1-to-1 Elite Coaching

WHY I BECAME A MASSIMO GROUP COACHING CLIENT:

I was selected to make the move from retail leasing to investment sales in the Lower Manhattan Territory within my organization. I was determined to hit the ground running and reached out to several of my peers who were having great success with the Massimo Group coaching programs. I was paired with a phenomenal coach and I've never looked back.

MY EXPERIENCE:

Within the first year of coaching I saw the consistency of planning and implementation bearing fruit. I have been on a straight upward trajectory both in terms of fees earned and market share. My annual earnings have doubled year-over-year and market share has increased from 14% to 30% on # properties sold and dollar volume for middle market properties in my geographic focus area...so far.



**HOW WOULD YOUR COMMISSION EARNINGS GOING ON
A STRAIGHT UPWARD TRAJECTORY IMPACT YOUR LIFE?**