



To whom it may concern,

We are a family owned and operated business that specializes in interior design and window fashions. We met Mike many years ago while on a business trip and had many discussions about the population and home growth in Dallas, TX where we reside. We were drawn to his charismatic personality and needless to say, it was friendship from the start. We explained to Mike how we grew from a small shop at home business to a half million dollar Hunter Douglas Gallery storefront in only 2 years. We knew we wanted to expand into a new territory, but we weren't sure how to do it. Mike played a tremendous role in the expansion and growth of our business. Our family has attended several of his seminars such as Maximize Your Business Value, which we came out of extremely excited. This seminar was the starting point of our new venture. We were really influenced to expand into a new location and to bring my brothers onto the team. In addition to the seminars, we have had many phone conversations discussing ways to better our business in terms of marketing our new location and, specifically, our online presence. Mike knows the importance of social media and online visibility and helped us develop a comprehensive plan to improve our website and our brand. Above all, Mike has traveled to Dallas to meet with us in person on several occasions. We've had dinner meetings and spent many hours in hotel rooms planning our tactics and discussing our goals in prospecting, marketing, hiring, sales and more. In these meetings, Mike has taught us about the importance of branding your business, prospecting and meeting with realtors, designers, builders and anyone else involved in the home improvement industry. Mike spent time with our sales team implementing selling skills and strategies and giving advice, confidence and sharing knowledge. Our business had a major flaw when it came to the back of house. We had no formal accounting forms until Mike helped us create a monthly revenue sheet and income statement. Now we know exactly what is coming in and what is going out and we are more comfortable making financial decisions.

Our business has changed in many ways as a result of working with Mike. We have opened our second location and it is thriving, we began prospecting and have met with many high end remodel companies and realtors, we have created an entirely new website using Mike's suggestions and have gained confidence with the sales tactics he has taught us.

Mike is a one of a kind person. His professional and inspirational attitude makes his seminars an enjoyable learning experience. He has a way of engaging you and motivating you even when you feel daunted. Mike is dynamic and well rounded; he is an encyclopedia of knowledge and can share advice and ideas on many subjects from the basics of social media to the intricacies of accounting and everywhere in between.

Thank you,
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