AWARD THANK YOU SPEECH

FOR

WILLIAM HARRIES

Hello everyone! It’s always a great privilege and pleasure to attend this annual conference, but I have to say, this year is especially exciting. Being here with all of you in this beautiful setting is a real treat, and having the chance to exchange ideas and to network really provides a great opportunity for all of us. Of course this event is made even more special because we get to share all of this with each other and our **significant** others!! I am particularly humbled and very thankful to be this year’s recipient of the Pioneer Award. I have to say that the irony of this evening’s event and receiving this award in these lush surroundings does not escape me. Here I am, receiving an award for being a “Pioneer.” Twenty years in the business… trail blazer… Marching bravely into the unknown. …And winding up at this beautiful dinner and getting this wonderful recognition and award!!! Wow!!! If this is roughing it, **BRING IT ON!!** (**Say this with a little exaggeration and wait for the laugh**).

In all sincerity, I do want to say how much I appreciate all of you and the opportunities I have had to serve others for the past twenty years in this industry. **(If there are certain people in particular you wan to thank, do so here**). I know I would not be where I am today, which is standing before you and accepting this honor, were it not for the wisdom, partnership, and generosity of certain individuals. I would like to give a special “thank you” to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ who \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_for always being there when I needed \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and of course \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. (**If you are married and your spouse is with you, thank her here**). I also have to say that behind every great man… and me… is a wonderful woman, and I would like to thank my wife, \_\_\_\_\_\_\_\_\_\_\_\_\_\_, for being such a great source of support and encouragement.

This business has provided quite an adventure over the past twenty years. We’ve seen booms and busts and we’ve all managed to hold on and bend and adapt to the twists and turns this business tends to experience. During one of the more bumpy parts in the recent past, I remember hearing someone say that the definition of an optimist is a banker who irons 5 clean shirts on Sunday!! (**Wait for the laugh**). It’s great that we can joke about it now, but I know we have all had our professional challenges. I want to say, that on a night like this, I can see it’s all been worth it. It’s the challenges in life that really teach us and show us what we are made of. I’ve learned that the only thing in life that is consistent is change and I want to acknowledge all of the people who have been there through those changes and have paved the way for us in our industry-those who mentored me, those who challenged me and those who partnered me. There is an expression that teaches us, “I am part of all that I have met,” and that is certainly true about this business we’re in. Being a mortgage broker in 1992 was certainly different than it is today. “Adapt or die” is another expression I’ve heard, and now more than ever, that is true as well. Did any of us think, back in 1992, that we would have the technology and connectivity available to us today? Could we have dreamed that we could spread news or promote our businesses on Internet websites or in 140 characters? Maybe not, but as we all adapt, our mortgage business morphs into one that suits more modern times and so it adapts to more consumer demand. I think of those that have come and gone (**Mention anyone that deserves recognition here**), like\_\_\_\_\_\_\_\_\_\_\_\_\_, who \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ when he \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and I think of the changes in the head office and our infrastructure (**Mention the most pertinent changes**), like \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and I know that one thing remains constant and that is our commitment to serving our clients with integrity, intelligence and respect.

Once again, thank you very much for this award. It is a privilege and an honor to be in the company of distinguished past recipients. I will keep it close to me and I will use this honor and what I have learned over the past twenty years to do my best to serve our clientele and groom the next generation to make this business better than ever! Thank you all!