**MOTIVATIONAL SPEECH**

**FOR**

**SUNIL SALLY**

Hello everyone!!! **WOW**!!! What a turnout!!! I want to welcome all of you to this meeting... and as I look around, I see friends.... family... valued colleagues and co-workers... **LITERALLY**... as far as the eye can see!! Each one of you plays an essential role in the success and trajectory of this company. Whether you’re an agent, a sponsor, an attorney, a client, a friend, or a member of my actual family.... come to think of it.... there might be a few of you that tick **ALL** of those boxes... **MULTI**-**HYPHENATE**... very popular these days!!! (**Wait for the laugh**), I am thankful for your friendship and support, I am grateful for your expertise and enthusiasm, and I am thrilled that we get to participate together in this wonderful game of real estate... and **LIFE**.

We all have so much to celebrate.... we’re **ALIVE** and we’re **here**... **RIGHT**??? We find ourselves in a time and place that may appear to be filled with challenges.... which, by the way, is the **GOOD NEWS**. It’s the challenges and tests that life... and business present to you that form the most valuable lessons in our individual and collective experience. I once heard someone say, “Good things come to those who wait. Greater things come to those who get up off their backsides (**Would you rather say. get up off their chairs?**) and do **anything** to make is happen!!” Helen Keller famously said, “Life is either a daring adventure or it is nothing.” Here at\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, we believe in daring adventures... common sense.... boldness... respect.... and most of all, a “**CAN DO**!!” attitude, and that, my friends, is our “**secret sauce**.” Each one of you represents a vital cog in a powerful wheel. We work together... we face in the same direction... we **make it happen**!!!

(**Provide some statistics and/or milestones to illustrate the growth and success of the company**). Yes. We make it happen... in the \_\_\_\_\_\_\_\_\_\_\_ short years since this company was formed, we went from \_\_\_\_\_\_\_\_\_\_\_ employees to \_\_\_\_\_\_\_\_\_\_\_\_!!! (**Do you want to say**) ... and you know what’s **AMAZING**??? We now have colleagues and partners that are **NOT** related to me!!! (**Wait for the laugh**). I’m proud to note that our business family has grown, and with that growth comes even greater challenges, tests and opportunities.

When we started, first year revenue hovered around \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. This year’s receivables will be in excess of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_!!! Our forecast for the coming year needs to be re-examined more frequently than I had anticipated thanks to the hard work and dedication to detail and service that you all demonstrate on a regular basis. I am proud of the tireless, relentless work that we all do.... and don’t forget... In the end, you **KNOW** what **THEY** say??? “Sleep is for people without access to the MLS.” (**Wait for the laugh**)

Now that I’ve congratulated and “coddled” you, let’s get **real**. Let’s talk about goals. Let’s envision the future, but first, let’s acknowledge who we are and what we do. We can never forget that we provide a service to people so that they can have one of the most fundamental **necessities** in life... a **HOME.** Although we may joke, we can never take for granted the role we play in people’s lives. Without a doubt, a home purchase is most probably the largest financial commitment a person will make in a lifetime..... well... not counting a new iphone!! (**Wait for the laugh**). You know what I mean... and even if we’re providing financial planning services, guidance on property rentals, and any ancillary products and opportunities, we are here to **SERVE**.... to listen... console... suggest... and reclose. Nothing we do is too small or too insignificant to have an impact. Every step counts. In the words of the Dalai Lama, “If you think you’re too small to make a difference, try sleeping with a mosquito.” (**Wait for the laugh**).

So, after all **THAT**? What will the next decade look like for \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_?? We have big plans and great goals (**Give an idea of three things you’re planning for future growth**).... we are looking into \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. We are planning\_\_\_\_\_\_\_\_\_\_\_\_ and we are setting in place the necessary actions to be able to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. We are thrilled about the prospects and growth the future will bring, and we are even more excited to achieve those new milestones with the support and combined vision of all of **YOU**. Here’s to a job well done.... a continued successful, impactful contribution to our clients and community.... and to needing a **MUCH** bigger venue and an even **LOUDER** microphone for next year’s gathering!! Thank you all!!