**[EZ Speech Writers No. 15977]**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Remarks by Mr. L. P. Finn kicking off Coach Reality Company’s 2017 Awards Banquet, to be held February 8 at the [name] Country Club [location].

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Good morning, my friends, and welcome . . .

WELCOME TO COACH REALITY’S 2017 CORPORATE AWARDS BANQUET! did you know that THE VERY FIRST EDITION OF this shindig WAS HELD — with maybe 10 or 12 people in attendance — ON [EXACT DATE, IF YOU KNOW IT] IN THE [city] LIVING ROOM OF OUR COMPANY’S FOUNDERS — MY MOM AND DAD — [MOTIONING TO THEM IN THE AUDIENCE] LARRY AND GEORGIANNA FINN. [LEAD THE AUDIENCE IN APLAUSE.]

AND WHAT A WONDERFUL PLACE TO HOLD OUR AWARDS CEREMONY this year, HERE AT THE HISTORIC [NAME] GOLF AND COUNTRY CLUB, WHERE THE PGA’S PLAYED TWO U.S. OPEN CHAMPIONSHIPS, AND WHERE MANY AN ILLUSTRIOUS DUFFER HAS PACED ITS GREENS — NAMES LIKE [INSERT NAMES HERE: ALMOST EVERY UPSCALE golf course HAS FAMOUS MEMBERS/VISITORS] HAVE at one time or another PLAYED THE COURSE[S] HERE.

AND THIS MORNING WE’RE GATHERED HERE IN this ICONIC venue TO CELBRATE *ANOTHER* piece OF HISTORY, NAMELY: THE BEST SALES YEAR since coach reality opened its doors in [year]. we registered GROSS SALES LAST YEAR OF MORE THAN ONE-POINT-THREE BILLION (WITH A “B”) DOLLARS — ACHIEVING THIS MILESTONE WHILE at the same time MAINTAINING if not burnishing OUR company’s UNPARALLELED REPUTATION FOR CUSTOMER SERVICE AND FAIR-DEALING. i’m so very, very proud of that!

i think what we’re celebrating today IS ***SUCH*** A RE-MARKABLE ACHIEVEMENT FOR A COMPANY THAT STARTED OUT LESS THAN FORTY [?] YEARS AGO WITH A HANDFULL OF REAL ESTATE AGENTS AND A FRONT-ROOM TABLE STACKED WITH FORMS. AND I THINK THIS ACHIEVEMENT IS EVEN THE MORE REMARKABLE IN light OF THE UNIQUE COMPENSA-TION AND PROFIT-SHARING STRUCTURE OUR INDUSTRY em-ploys, WHERE MOST AGENTS ARE REALLY SELF-EMPLOYED SUB-CONTRACTORS, AND WHERE THE RELATIONSHIP BE-TWEEN BROKER AND AGENT IS BUILT ALMOST ENTIRELY ON TRUST, COOPERATION, AND — DARE I SAY IT? — CARING.

THAT’S WHY I’M SO PROUD OF WHAT OUR COLLECTIVE EF-FORTS were able to ACCOMPLISH LAST YEAR. EACH AND EVERY ONE OF COACH’S [EXACT NUMBER] EMPLOYEES CON-TRIBUTED IN SOME WAY TO OUR HISTORY-MAKING, SUC-CESS, AND I THANK EACH AND EVERY ONE OF YOU FOR YOUR EFFORTS. I’M ENORMOUSLY GRATEFUL FOR ALL YOU DO FOR this COMPANY.

OF COURSE, NO ONE CONTRIBUTEs MORE TO OUR SUCCESS THAN OUR executive MANAGEMENT TEAM: [NAMES AND TITLES OF EXECUTIVE/MANAGEMENT TEAM]. THANK YOU ALL FOR YOUR LOYALTY, YOUR PROFESSIONALISM, AND YOUR HARD WORK.

I’M ESPECIALLY GRATEFUL, OF COURSE, FOR THE OUT-STANDING EFFORT put forth by THE [EXACT NUMBER] TOP PERFORMERS GATHERED HERE THIS MORNING TO BE REC-OGNIZED FOR THEIR ACHIEVEMENTS during the last fiscal year. AMONG THE AWARDS THAT we;LL BE HANDing OUT THIS MORNING ARE:

[LIST EACH AWARD’S NAME, IF IT HAS ONE, AND WHAT THE AWARD’S FOR.]

NOW, BEFORE I TURN THE MICROPHONE OVER TO [NAME OF awards MC], lemme just close my remarks by telling you about these two women who were walking thru the woods one day when a frong called out to them, and said, *“help me, ladies! i’m actually a real estate broker who, through a curse, has been transform-ed into a frog. if one of you will kiss me, i’ll be returned to my former state!”*

one of the woman took out her purse, grabbed the frog, and stuffed it inside her handbag. the other woman said, “didn’t you *hear* him?!? he said if you kiss him, he’ll turn back into a real estate broker!”

“Sure,” the second woman replied, “but a talking frog’s worth a helluva more than a real estate broker any day!”

[after the laughter/applause:] thank you everybody! and now it’s my pleasure to turn the microphone over to [name and title of awards mc], who’ll be mc-ing the awards ceremony this morning . . . [first name] . . .

**# # #**