

“I went from \$25K GCI to over \$190K GCI!”



Member Spotlight: Meredith McCreight, Premiere Property Group, LLC

“Meredith McCreight is a Real Estate Broker with Premiere Property Group, LLC, in Lake Oswego, Oregon. Her goal is to provide customers with the highest level of customer service and real estate expertise. With the help of Tom Ferry Coaching, Meredith was able to transform her business from \$25,000 annual GCI to over \$190,000 annual GCI!

Meredith shares her story and experience working with Tom Ferry – Your Coach:

“My real estate career began when I started working for Realtor.com and Top Producer.

After a little time in the industry, I realized, “*I could do that!*” and made the decision to become a Real Estate Agent.

Then ... the economy crashed.

But I had the tenacity to move forward.

I was introduced to Tom Ferry at a local convention that my first brokerage hosted in 2011.

After that convention my brokerage did a group coaching with Tom Ferry Coach Dean Ayers.

I went to my first event that year in Bellevue and was HOOKED.

I continued to attend events, and in 2013 I finally decided to sign up for Tom Ferry Coaching.

Coaching has made all the difference in my business.

The year before getting into coaching, I had 5 closings at \$1 million in volume for around \$25,000 GCI.

Coaching has had a HUGE IMPACT and transformed my real estate business.

This year I'll close 28 properties at over \$9 million in volume for \$193,575 GCI.

The biggest achievement I've had since joining coaching is being able to cross the 25 transaction mark. That was a BIG breakthrough for me.

Coaching has helped me change my mindset and get out of my own way.

It has also been a huge inspiration which has led me to become a mentor at my company and help new agents get their businesses going!

In all honesty, I've encountered struggles along my journey, but I've never once felt this was a waste of time or money.

I'm growing at a tremendous rate, and I'm so blessed to have met so many great people I now call friends through the Tom Ferry Coaching Program.

I'm so grateful to be part of coaching and this amazing community.

Thanks Tom Ferry!”