

## **“I’m so grateful for the growth I’ve achieved with Tom Ferry!”**



### **Member Spotlight: Dewey Hatcher Jr., Hatcher Realty Services, Inc.**

Dewey Hatcher Jr. is a Real Estate Agent and Owner of Hatcher Realty Services, Inc. Based in Steinhatchee, Florida, Dewey and his team are focused on providing expertise in the local market. **Through the help of coaching, Dewey went from \$55,000 GCI to over \$192,000 GCI!**

### **Dewey shares his story and experience working with Tom Ferry – Your Coach:**

“Coming from 3 generations of Sheriffs I began working as a probation officer in 2002.

**I soon realized it wasn’t for me...**

I always loved sales, and realized real estate was a good fit; I’ve been doing it ever since.

I first found Tom Ferry through the internet and then decided to attend one of his seminars.

**I realized pretty quickly that I had NO systems in place and event worse ... I had NO IDEA how to implement them.**

I found myself getting stuck in this loop where I’d max out my sales and then have to babysit my pending transactions.

**I knew I needed help with organization and systems, and I found that in coaching.** Before coaching I’d do about 38 transactions per year for a GCI of \$55k.

**Since March 2016 I’ve had 102 transactions and GCI of \$192,000 with another 16 pending through today.**

I’ve learned so much with coaching!

**The big thing though has really come through adopting the mindset of abundance.**

This has changed the way I look at everything!

I’ve gotten my marketing dialed in and I’m tracking my costs. I’ve even hired 2 personal assistants, 3 new agents, opened a new office, and added a lead nurturer/transaction coordinator.

**I’m so grateful for the experience and growth I’ve achieved with Tom Ferry.**

**Having the abundance mindset in place has helped me up my goals to 250 transactions next year.**

I’m also focusing on higher sales prices and I’m continuing to develop my newer agents and support staff.”