

Coaching Helped Wendy Griffis Build a Winning Team

Although a successful real estate agent, Wendy admitted her biggest challenge was “not knowing where my next potential client was going to come from.”

She served her clients with professionalism and competence but did not prioritize staying in touch with them. As a result, she found herself starting from scratch each time she sought new clients.

“I don’t worry that next year is going to be a bad year because I know I’ve done the work. Referrals are 100% of what I do and I can count on it.”

She needed a reliable system to organize her database and handle her marketing needs so she could stay in touch with past clients. She also needed a coach to help her stay accountable and lean into the power of working by referral.

After being in One2One Coaching™ for 14 years Wendy switched to Leadership Coaching™ because she realized her business was growing so much she needed to create a team to support it.

PROBLEM	SOLUTION	OUTCOME
Needed reliable system to prioritize database and marketing.	Signed up for Referral Maker PRO®	Wendy’s income has grown 7x more than when she started, to \$700,000.
Lacked accountability.	Joined One2One Coaching	In her first year of coaching her referrals went up by 30% and have compounded every year since then.
Unable to handle business growth on her own.	Upgraded to Leadership Coaching	She now leads a team of 11 agents and specialists.

Working exclusively by referral allowed Wendy to feel prepared for the future, regardless of the market. Coaching helped her realize there is more to just income when it comes to a good life.

“It’s how can I make sure that I am showing up as my best self and bring the light to people around me,” she said. “I have the best life!”