

Well, it's a lot of work the first, first little bit, which I'm not surprised at because Mark is so thorough. He makes sure we do everything and do it right. But now that I'm using the tools, I find them to be very helpful and very effective to help me keep organized for marketing.

And Mark would, would say, "Well, Chris, you really have to take care of 'em. They do, you know, great service and really do all of these things." And I remember my wife and I took a trip when Mark was in San Antonio, Texas, and we visited his office 'cause I figured he had these great offices and all this great staff. And his offices were just like ours. They weren't anything really overly impressive, and the staff was just like ours, and it was really a similar business. And it's like, how is Mark, the genius, doing this? Because there's something I'm missing.

And then Mark introduced the Toolkit. And at first, oh my gosh, it seemed overwhelming. But once we got the procedures in place, and we started doing this on a routine basis, it got easier and easier. We started getting mastery of the Toolkit. Mark Little has been incredible. And Rick, I want you to understand if you work with Rick. He is a word craftsman, and his, his, if he does seminars or speaking, he's a genius at this stuff. Mark is a genius at getting the clients.

So as you're working, you couldn't afford to buy these salespeople and put 'em on your staff unless you're a multi-billion dollar company, and they wouldn't wanna work for you anyway. And you have these people at your disposal, but for a very reasonable price. You can't afford this kind of advice anywhere. So I just think it's a complete package now.

I've, for many years, I worried about the front end, and I myself wasn't particularly good at it. And I believe now that I'm getting really good at it. And believe it or not, even a CPA can do this. This is from the bottom of my heart. This is the truth.

If I died tomorrow, my daughter's going back to the academy to learn the roadmap. She's trying to gain mastery of that. She already knows Mark's Toolkit. The next step will be immediately to get her in to work with Mark and Rick on this system, and when they do, I can die peacefully and know that she's in the best hands on the planet. I don't have to worry about her anymore.

So that's our goal in life. That's my real goal, and I couldn't, we couldn't do it without Mark and now Rick, so thank you all.