



PUT YOUR MONEY WHERE YOUR MIND IS

BOLD FAN UNDERSTANDS THE BEST INVESTMENT HE CAN MAKE IS IN HIMSELF

By Lisa Wahlgren



Chris LaGarde

When **Chris LaGarde**, associate with the Exton (Pa.) market center, enrolled in BOLD last July, he says his mindset was still that of an “artist type.”

With a background in graphics and Web design, he described himself as “more of a melancholy, high ‘S’ type – not real ‘salesy’ or outgoing.”

He even recalls saying earlier in his career that he “never wanted to go into sales.”

Then BOLD came along.

“BOLD has taken my mindset and changed me, from an artist who was not sure of himself and not sure whether he was in the right career to that of a real estate professional with confidence that I can make a contribution to my clients. And when you exude that confidence, clients grab on.”

The proof is in the numbers. As a buyer agent for The Cindy Dickerman Team, LaGarde says he closed eight deals in 2007, which was his first full year in real estate. In 2008, he closed 14. The month after he graduated from BOLD, September of 2009, he closed five transactions – by far the best month in his career. He ended 2009 with a total of 25 transactions and anticipates 45 in 2010. He also credits BOLD with the fact that he’s become a better husband and father.

“BOLD has given me huge aspirations for the future.”

“It’s all about staying fit,”

LaGarde explains, which is why he’s signed on for semimonthly follow-up coaching calls with MAPS. He’s on board to re-enroll in BOLD later this year, after which point he plans to move into one-on-one Mastery Coaching.

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Check out Chris LaGarde’s blog!

<http://www.chestercountyrealestateguide.com>

THE MOMENTUM CONTINUES!

BOLD: Business Objective: A Life by Design

The next round of BOLD, which is currently slated for 35 locations, starts at the end March! For more information on the BOLD Program, log on to <http://mykw.kw.com> and click on **BOLD** in the **Coaching** tab.



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