

# GREETINGS FROM GRACE TITLE



## A Few Brief Announcements

- We would like to welcome Judy Foret as our new title agent and agency manager. Judy brings with her over twenty years experience in the land & title business and her tremendous reputation throughout central Florida precedes her. We are extremely pleased that she has joined with us as we feel that she embodies the magnificent service that we are promising to our clients.
- We also wish to welcome Donna Adriaansen to the team who also brings twenty years of experience with her to our team. Donna also is licensed and will be assisting with closes as well as other areas of our operations. Please give her a call and get to know her also. Donna will be joining us May 1.
- Finally I would like to thank all who showed up at our 1031 exchange seminar at the end of March. It was very informative and a resounding success. Thanks to all!!

## Are We In It To Win?

Well here we are already beginning the second quarter of the year. By all indications everyone is off to a great start and the Real Estate market is still going strong. I certainly hope you all are getting your share. I'm sure there are some who will say "yes but the interest rates are starting to creep up". This is true but they are still historically low. Anyone remember what the interest rates were seven years ago at this time? I believe they were around 7.5 percent. Was the economy still strong? Was the Florida Real Estate market still strong? Were we all making a great living at our specialties? If you're honest the answer to all three questions is a resounding **yes!!** We only need to remind our prospects and clients of that reality. It's called educating and informing, it's part of our jobs.

Each month we try to post something industry oriented and applicable to our industry but this month I would like to give you some personal thoughts that I entitled "**Are We In It To Win?**"

Have you ever heard this? “It isn’t whether you win or lose. It is how you play the game.” I’m sure you have. But the guy who said it probably came in second.

I have a problem with that statement. It presupposes, or at least implies, that winning and playing the game “right” are mutually exclusive propositions. We ought to have as our goal the following: *We want to win, while playing the game right!* I know that is our goal at Grace Title. I totally disagree with the idea that we should win at all costs. Instead, we should do all we can to win at this game called business. And we ought to help others to win as we go. We understand in our business that there can never be a successful real estate deal unless it is a winning proposition for *everyone* at the table. That being said, the game of business and the game of life are very much the same so here are some thoughts on being in the game - to **win!**

Any game worth playing is a game worth pursuing a win in. What nobility is there in playing like a slacker? What virtue is there in purposeful mediocrity? None! I live my life to be a winner, whether it is spiritually, financially, emotionally or relationally. If it is worth doing, it is worth doing magnificently and playing to win!

Winning is a good thing. We live in an age now where many people react to gloating winners by saying that we shouldn’t strive for winning. Our schools have abandoned the idea of competition, and our educational scores have started to show it. Congratulations to the teachers out there who still teach their kids to be winners. It is good and noble to win and is something that should be strived for. It is good to push ourselves, to stretch and reach for victory.

I believe that there doesn’t have to be a loser in life or in a real estate transaction. Yes, in teamed competition, there are always losers, but in life, you can all win. We can all strive for the best and give it our all to win.

Winners are the ones who move families, businesses, organizations, cities and countries ahead. Winners are the ones who push progress. It certainly won’t be the couch potato or the chronic complainer who sees the glass always half empty who will cure cancer or be the next Bill Gates. No it will be the one who sees the glass always half full, the one who has chosen to be a winner.

Losing can also mean winning. Just because your score at the end of a game or contest is the least does not mean that all is lost if you competed at your highest level and you learned something from your errors. You see, if you study your losses you will learn new skills and strategies that will bring you to a win next time around. That is what winners do.

Winners help others win, also. That’s right. Good people – people who pursue winning by excellence – are also people who try and instill excellence in those around them so

they too can enjoy success. In our company we are always trying to help our employees improve themselves so that they can be winners too!

Friends, in closing let me leave you with this: We need to be in the game of our businesses full force! We need to be in it together and we need to be in it to win! Let us know how we can help you win.



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