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I have known Dave for several years, but it wasn't until about two years ago that him and I really connected at a barbecue over the summer. At the time, I had no idea how much of an impact that conversation was going to have on my life. Throughout this conversation, I realized that Dave and I shared a lot of the same core values in both our personal and professional lives. I found that a lot of the information in this conversation was useful and Dave had asked if we could make these types of conversations a regular occurrence.

I was still in college at the time, so Dave and I set up weekly phone calls every Monday afternoon to talk about our goals, daily challenges, and what we were going to do to better ourselves each and every day. Dave had suggested I get in the habit of following a morning routine. I started with something small—getting up at 5:30 every morning and working out. As time progressed, and as my college schedule changed, I made some minor changes to this routine, but I found that it made a very positive impact on my overall well-being. This is just one of many examples of how Dave's advice has impacted my life in a positive way.

Today, Dave and I still talk and have been recently meeting during our lunch hour on Tuesdays to discuss our current goals and obstacles we are facing and how to combat them. Although I am no longer in college, I have found that Dave's advice has been able to help me in my professional career in Real Estate. My biggest takeaway from our talks has been to learn to 'come from a place of abundance'. This philosophy resonated with me so well that I noticed a completely new mindset in myself when conducting sales almost immediately. Dave is full of great advice and ideas—you could pick at his brain day in and day out and still learn something from him. I am very fortunate to have him in my life.

Erik Hultberg