



Dave and I met at a networking event. Dave is an avid networker, and he's not just good at socializing. Dave was intent on connecting with me to see how he could help me in my business. I appreciated that.

After a couple coffee meetings to get to know each other, Dave mentioned that he'd be up for some coaching FROM ME! It showed humility, and I really appreciated that. The next time we met I was able to coach him in an area where he was looking to grow, and the best part was that after our meeting, he followed up with results he'd experienced by applying the teaching I was able to offer. It was rewarding, for both of us.

What I learned from that experience with Dave was that he is a true student, and as hungry to learn as he is to teach.

After seeing his heart for learning, and getting further connected to him as a friend, I was comfortable opening up to him about my situations, personally and professionally. Currently Dave is coaching me once a month. Our discussions are mostly focused on personal growth, since this type of growth spills over into all other areas, work, social, family.

One of the most notable results from my meetings with Dave has been in my marriage. I've learned to be a better listener, and to not enter each conversation with pre-set expectations that can negatively alter the conversation. And this is a skill that has also helped me in sales.

Dave and I come from different worldview, but he has always been respectful of that, and he tries to speak to me in terms of my worldview, to help me filter his teaching. And I really appreciated that.

I look forward to my next conversation with Dave.

Steve Cook