



**RENAISSANCE  
FINANCIAL**

Investments • Pensions • Insurance

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Joe Martin  
5525 Clovercrest Dr.  
Brentwood, TN 37027

Dear Joe:

Thank you for sharing your time on the phone yesterday. I appreciate you reviewing the 9 Steps to Change Your Destiny with me. It will be quite helpful for the class I am teaching on money management.

As I look back on my Varsity years, it is amazing how I have grown. Before I started selling books I had to be one of the shyest individuals a person would ever meet. Instead of looking into peoples eyes as I talked to them I usually looked down, which showed my lack of confidence. I was the type of guy that had trouble calling the Dominoes pizza man by myself.

That first summer you and the other managers believed in me like no one else had before. It helped me start believing in myself. I struggled greatly to go up to doors and talk to people, but through hard work, tears, prayer and all of you telling me I could make it, I somehow ended up being the #6 rookie.

The best part happened next. That fall you said, "if I really wanted to MAKE A DIFFERENCE I should CARE ABOUT PEOPLE." Recruiting and developing a team is where I started learning about God's unfailing boomerang "What you put into the lives of others will come back into your own." The training showed me if I cared about people more than money, success would be attracted to me like a magnet. Fulfillment and money would follow by putting the needs of people first. With the help of my managers, I recruited five people my second summer and developed them into a Top 20 team.

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At this point I realized the key to any career/vocation was the ability to develop relationships with others. Selling books in 20-30 minutes to someone taught me the steps of a sale, but recruiting started developing my ability to impact people in a positive way over the long term. That third summer my manager helped me recruit 12 people and develop them into the #2 team in the company. Your training on Vision, Faith, Goal Setting and Believing in Myself helped me achieve Triple Crown that year.

My last summer I was able to get the Triple Crown Award again. Of greater importance, I learned recruiting more than anything else was the vehicle that taught me Communication Skills, Working with People, Motivating & Influencing Others, Getting Others to Trust & Like Me, Controlling My Attitude, Getting Others to Believe in Themselves and overall Developing Relationships. These were the things that would help me succeed in the marketplace.

I use these skills every day as a Financial Advisor. What I do is help people get a picture of where they are financially, find out their goals and develop a gameplan to get them to their goals. I become a coach to help them understand more about money and investments. I am successful today because of God's blessings, your training and the experiences of recruiting/selling books.

Thank you for believing in me when I couldn't believe in myself. God Bless You.

Your friend,

A handwritten signature in cursive script that reads "Brent Dearing". The signature is written in black ink and is positioned below the typed name.

Brent Dearing

P.S. I start singing "Don't let anybody steal your dreams" every so often when I realize my attitude is not being controlled properly.