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## **Why I Resigned All Securities and Insurance Licenses**

### **I was an entrepreneurial coach and mentor trapped in a wholesaler's licensed body.**

The licenses enabled my significant income for some 24 years but frequently cast an initial cloud of doubt on what my true intentions were. Advisors understandably expected my primary purpose to be the stereotypical wholesaler's selfish objective: sell the commodity. While many saw correctly that my primary goal was to enhance their practice, they still saw and suspected the wholesaler uniform I had to wear. Many did not get close enough to see that "product" did not define my value to them.

I learned over 25 years of wholesaling that no one else seemed to recognize the profitability of correctly approaching Extraordinary Advisors and their focus on enhanced entrepreneurialism.

Now I have voluntarily chosen not to participate in or profit from selling any security or insurance product. I don't sell financial products, nor do I sell books, tapes, products, or autographed baseballs. My energies go exclusively to making an advisor's practice better or teaching another member of the financial services community who orbits the Extraordinary Advisor, how to do that first while making the sales of their product a distant secondary incidental result. That's the only thing I get paid to do very, very well.

I resigned my licenses to prove there is never a hidden or second agenda. My only interest and greatest, most unique ability and skill continue into year #25: to increase the value of an Extraordinary Advisor's practice and show others how to do that. Anything I say or do is unconnected to securities/insurance sales and therefore not subject to regulation, approval, filtering by the regulators. It is pure unadulterated, unlicensed, and unregulated full spectrum entrepreneurial wisdom designed exclusively to help financial entrepreneurs get better and to teach those who support, sell to or seek relationships with them how to do that.



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I do not need to prepare my speeches, my workshops, my strategies or ideas through compliance or filters. My efforts go right to the Extraordinary Advisors entrepreneurial bottom line. The tools and concepts I create are not chilled by the arbitrary judgment of a regulator. I am, by virtue of my license resignations, no longer a 'regulated' person.

Of course, any of my two-dimensional material may be subject to the approval of the respective compliance departments of firms who may sponsor my engagements. There has never been a clearance issue. The key is that nothing I prepare has any hidden sales or product message or intention that would be caught in any compliance filter; my presentation and coaching will be perceived by the advisors as clearly independent; I do not need to sell anything except myself. I am allowed backstage with the Extraordinary Advisors. My commodity is the improvement, directly or through others, of an Extraordinary Advisor's practice. I can get qualified Broker Dealers, Vendors and Wholesalers backstage with me.