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## **Coaching: Goodbye to the best decade of our lifetime - by Rod Santomassimo**

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2009-2019 has been one hell of a ride. What started with the worse economic downturn of our lifetime, rebounded to one of the loudest booms in our economy, our business, and our lives. At least it should have for most. In Q4 2009 many of us where simply trying to survive. Heck, General Motors (GM) was on the verge of bankruptcy and needed a government bailout (our tax dollars) to

keep afloat. At one time their stock price fell to \$.75 and yesterday it closed at \$36.58! Recovery – I'd say so. If only the U.S. government bailed out all the commercial real estate brokers, appraisers, engineers and architects who folded shop earlier this decade.

Today, with all political aspects set aside, we are in the greatest environment of our lifetime for personal and business growth. Think about it. Over the last seven years we have witnessed a shift in our policies and tax laws that bolster entrepreneurialism, capitalism and general economic growth. If your personal practice, company business or you personally have not experienced the best years of your career, then something is wrong. This is not a critical statement, but simply a logical one.

If you were a stock, like GM, what has been your results during this decade? Have you seen a substantial increase in your take-home income? Have you expanded your team to leverage your time? Have you invested in your personal practice, your company and/or yourself to make your practice, your company or yourself more valuable?

No one can say for sure that the 2020s will be better or worse than the past ten years. But one thing is certain, what started out like a desert of desperation, ended up with a party of prosperity. Here's to you and to all the best over the next 10 years.

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