



Serving our Community's TOP TRUSTED ADVISORS

Hi Jackson,

Delivering only the basics makes average our greatest potential outcome

The third installment of serving our Trusted Advisors identifies how to add value to those we serve, and how to coach those who serve us so they can deliver beyond industry standards.

Top Take Aways:

- The "Service" one provides is the starting point, not the final product
- Most Trusted Advisors have never considered their vendors as partners to provide clients a better closing experience

For the "vivid and verbose" among us, the full article:

<https://www.linkedin.com/pulse/trusted-advisor-3-uncovering-gap-jackson-bubolz>

Driven to serve,

Jackson Bubolz

Blog pic 3

There shouldn't be parades for the basics. What services beyond the expectations are your vendors providing you?

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