



19/08/08

Dear Andrew

I am currently 30yrs old. I lead a very rich life of gratitude, confidence in myself and I have loads of excitement for the future. I have a business at Randwick that operates without me and makes \$400,000 per year. I own 20% of Vision Personal Training Franchises Pty LTD which is an absolute dream come true for me. I have plenty of time with my family and friends. I am in the best shape physically of my life. This coming year, I will make [REDACTED] and all of the above will still be firmly entrenched in my life. When I stated with you, I was tied to my business, stressed and earning \$70k profit per year, Mate I am in debt to you forever. I want to go on the record and officially say Thank You! I often wonder "does Robbo understand what he has added to my life?" My answer, there is no way possible! Otherwise, you'd be walking around high-fiving yourself every second of the day, and I am yet to see you do that. You have given me this thing called "belief".

Man, what an invaluable tool to have as I climb this ladder called life. You have led me to understand what my core values are; family friends, health and career. Thank You!. I think one of the best things you ever bestowed upon me is gratitude. Wow! How good is it to be grateful! 2 years ago, I would never have caught myself telling myself that I am grateful for the wind, the sky, my warm bed and the safe streets that I am free to walk. Thank you for this. I wonder where I would be if I never met you? Actually, I rarely think about that because it scares the life out of me! I am so grateful that I did. I look forward to watching your career progress over the years. With a heart like yours, success will always be nearby. You clearly care for people. You want to help people become more. I think your greatest trait is that you have this uncanny ability to have people believe in themselves. I remember when I first met you and you told me you were a business coach. I said to myself "Do not get too close to this guy". Such was my unfortunate experience with a previous coach. But, too your credit, you reeled me in, and I was on direct debit of \$2500 per month quicker than I could say "Hi, I am Mark". The investment over the 2 years, has been a massive return. I look at the money I invested with you, and feel like I should give you more money – you have given me so much more value than whatever it is I have paid. My advice for future prospects who are considering coaching, and weary of the dollars, "if you think you cannot afford it, you cannot afford not to!" Such is the shift in the way you have changed the way I think.

So Robbo, thank you, I am eternally grateful, and see you on the ladder – at the top!

Regards

Mark Capelin