



February 22nd, 2023

<<First Name>>,

Experienced mentors are critical to your success!! I believe that nobody is too good to be coached and taught new things. Even the best athletes in the world still have personal coaches and trainers. Being coachable is a trait of successful people!

Last month, during a dinner party at his house in Chicago, [Dan Sullivan](#) was kind enough to head downstairs to his fitness center (basement) and allow me to interview him for my newest book (coming out this fall)! I was blown away by his generosity.

He gave me 40 minutes of undivided attention. I recorded the audio on my phone, and captured so many gems of wisdom. For the rest of my life, I'll be grateful to Dan and his team for their guidance and mentorship. Dan is about to turn 79 years old and has personally coached entrepreneurs for nearly 50 years. He is as sharp as can be, and I owe so much of what I know to Dan and his team.

Some of the other entrepreneurs in my group founded and run billion dollar companies. The lesson is: no matter what stage you're at, be TEACHABLE. That's one trait we expect every PACIFIC CAPITAL team member to exhibit. We strive to be "learn-it-all" and never act like "know-it-all." As soon as you think you already know it all, your learning and progress stops. Whether it's books, podcasts, mentors, or conferences, I encourage you to seek out great ideas from leaders you admire.

For each book I've written, I've leaned on the collective wisdom of clients, friends, mentors and leaders. For example, in [Beyond the Money](#), at least 2 dozen superstars shared tips about how to manage your attention, celebrate your achievements, recharge your relationships and improve your mental and physical health! There are so many bright and successful people out there, we just have to look for them and learn from them.

If you're ready to expand your network of successful people and make big progress on your goals, [CLICK HERE](#) and let's chat.

[2023 Is the Year To Change Your Mindset](#)

[Extremely relatable, sound advice for high achievers](#)

Sincerely,

Laura

"My husband and I were looking for a company to evaluate our entire portfolio and help us prepare for retirement. Pacific Capital has done that and more. The whole staff has been fantastic to work with. The customer service is 10+."



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