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## **A great time to return to work: We are experiencing significant activity**

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After 4 years in the Ledyard, Conn. Town Hall, I have returned to work with my son Fred III at Allyn Associates in Norwich. As I sought to reconnect with many of you, I spoke with Dan Barber in New London, Conn. I highly regard him as a commercial broker. He said "you picked a good time to leave and a great time to return to our business!" I never wanted to leave, but I am excited to be back!

This IS a good time to be back! We are experiencing significant activity. Activity does not guarantee success, but lack of activity guarantees failure. My belief is that most successes are a result of relationships. In keeping with the relationships and surrounding your business with the "right people", I have recruited long time friend Greg Teifert to join our office. He has not practiced as an agent, but he has a trove of experience and relationships in our business. I believe you are either "growing, or you're dying!" Seize the opportunity. There is no such thing as maintaining "status quo." So how about the bigger picture? Several of us in SE Connecticut have been talking about the future. We don't want to just survive, but gain success! It's critical that we think beyond the moment, and "outside the box." Important not just for ourselves, but our children and grandchildren. We can not count on, nor expect the State of Connecticut to be our source of success. We can't solve the myriad of State problems, but we CAN solve some of our own.

We believe our ideas run a bit counter to our "Yankee roots!" You are free to disagree. So here goes. Remember I just came from 4 years of municipal self interests and battles. Subordination of our local goals and agendas in order to focus and advance the success of our region of SE Connecticut. Wow! Is that anti "home rule" thinking? I rarely read for pleasure, but look for business knowledge. Perhaps that is a discipline I learned at The Citadel in South Carolina. However, recently I noted a book which title captured my interest. The title is "What Got You Here, Won't Get You There!" by Marshall Goldsmith. Many points have been told to us and we are aware. However it, in my opinion, is a must read!

We can't "get there" without changing how we view our area and how we do our business. It's like a giant puzzle. First we have to identify ALL the pieces (players) and put them on the table. Only then can we begin assembling. For example: transportation, education, tourism, banking, municipalities, etc. Years ago my beloved Pastor, now departed, delivered a sermon entitled "Someone has got to do something!" That was 15-20 years ago. Guess what? The time is now and you and I are the "someones!"

Don't lose sight of the goals for you, your business, and your family. Do consider the bigger picture. Where are you in your part of your region or ours? What level of success do you see ahead? We are blessed to be in a business where there are no limits! We are in a free country where we can, if we choose, use our minds and our skills to achieve. But that success depends on relationships. At ICSC Hartford I heard the story of Dr. Buck, a founder of Subway sandwich chain. The key words he

is supposed to have shared with his young partner were "vision, execution and determination." Please tell me if we can accomplish anything meaningful without the application of those words!

So in summary, I am excited to be back among you! My first closing of a sale since my December return is in two weeks. We have secured a signed LOI for a large and significant lease through a relationship with a cooperating broker. I am very busy and activity level is high. But remember, "What Got You Here, Won't Get You There!" Order it, read it and share with me what you think. I am at [Fredjr@allynrealtors.com](mailto:Fredjr@allynrealtors.com).

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