

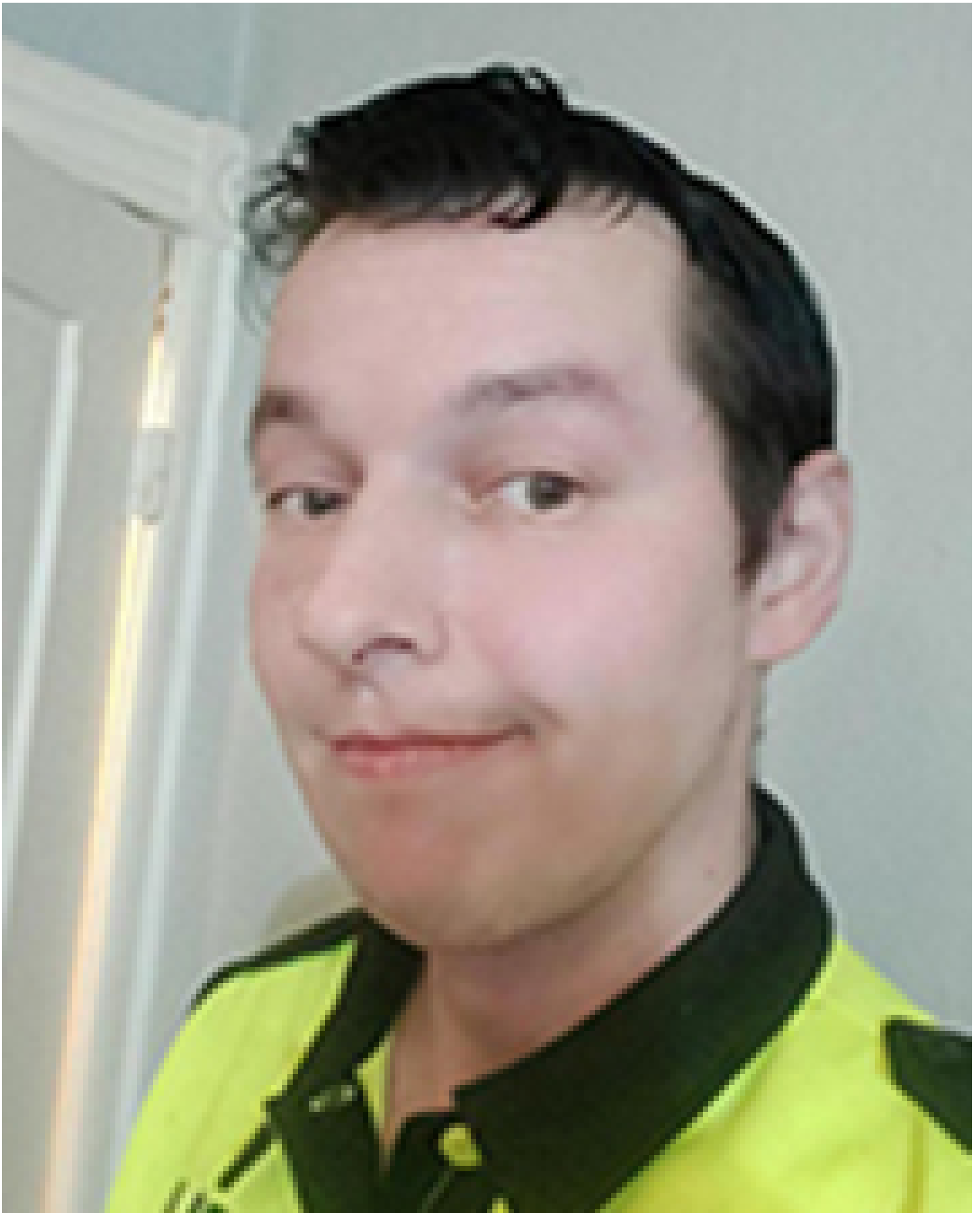


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## **2023 Year in Review: Andrew Lizotte, New England Security**

December 29, 2023 - Spotlights



Andrew Lizotte  
Manager – Central Massachusetts

What person, project, transaction, or market trend had the greatest impact on your industry this year?

I challenged myself to grow/expand into adjacent markets to offer expanded security solutions to all our clients. Additionally, by focusing on the basics, territory growth becomes a reality. Our internal strategies enable continued growth and increased clientele density and will guarantee a brighter future for all!

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2023?

My greatest professional accomplishment in 2023 is the successful growth of a brand new, responsible, dedicated, and knowledgeable team. Without a strong team of officers, each bringing their own set of skills, we would be facing tremendous challenges each day. I'm confident that 2024 will be an even greater experience!

What emerging trends will drive investment and development in 2024?

While we have always focused on emerging trends. In an effort to be an industry leader, we continue to note that the force multipliers involving technology, reporting, and regular communication are amongst the few of the integral topics that we will continue to develop throughout 2024 and beyond!