

Testimonials for (“Doc”) Martin Kettelhut

At the end of November I saw no way I was going to meet my production goals for December. Doc asked me to do something totally counterintuitive--create an artwork expressing the thought that it would be impossible to meet my production goals--which got me see that it was only my thinking about it that was in the way. Once I put my mind to work on the possibility of meeting my production goals, I got rather clever, and it turned out to be quite doable. In fact, I did 2 1/2 times my monthly goal. Doc helped me realign with my power.

- Kerryl Johnson, Wholesaler (Vantage)

I love Doc’s patience and ability to see through my noise, give me clarity as to what I’m really saying and then helping me refocus on those things that are important. Also, Doc’s relationship coaching is fantastic, his ability to help me see things in my relationship is amazing. It has probably saved my marriage and enabled me to have a great relationship with my son.

- Mike Maffia, Wholesaler (asset management company)

What I have gotten from my weekly coaching call with Doc is focus on my higher self and true purpose.

When I started coaching with Doc, I was in the middle of a difficult career decision. After just one coaching session with Doc, he said, without hesitation, “Take the deal to transfer firms. With Doc’s weekly support, I went forward and never looked back, I transferred firms, brought over most of the assets and best clients, and I brought in \$7.5 million in new assets, placed \$3.5 million in new fee business, and maintained the same gross production as the year I left my previous firm.

These three achievements would be remarkable for any financial advisor in 2002, given the worst bear market in 70 years, but let me also add that I moved to my dream home, 200 miles away from the office, and it works! I accomplished all this, with Doc’s help, while recovering from a painful ski accident, too. I’d say Doc’s expertise is worth it.

- Joy Ellison, VP, UBS

One of the main benefits of coaching with Marty is getting centered, keeping focused on my whole life. Being who I am.

I like it when Marty gets the edge, holding me accountable, calling the cards, especially since that accountability is connected with my purposes, goals, actions.

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- Sean Bronzell, www.loosefish.com

Doc has coached me to clear the old clunkers occupying the parking spaces in my mind to make way for new, shiny and VERY FAST cars, any one of which I can get into at a moment’s notice to get where I want to get.

What I’ve accomplished with Doc: 1) recognized and accepted...a bitter divorce, 2) am in a stable, happy relationship, 3) have the mental freedom to have the creativity and confidence and trust in myself to look for, recognize and pursue opportunities that my old, clouded mind would never have seen, 4) have a new appreciation for the Matrix and think it should be required viewing in any coaching relationship, 5) know a gremlin isn’t just a car, 6) have a new voice in my head providing wisdom and patience, and the power to get the world I want, 7) have a new fan in, and am a huge fan of, Doc.

- Paul Moses, VP, UBS

Coaching has given me access to seeing how I can achieve success when I was resigned to having to settle for less than I wanted.

Through coaching I have kept my marriage intact. My wife and I have a baby.

- Tom Brown, Professor of Anthropology