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**January 24th 2013: In It To Win It!**

For most professionals, the only reason to play a game is to win. Winning consistently in any competitive arena requires focus, stamina and dedication. Consistent success requires a mindset where your will to win may have to overcome what seems impossible to your mind or the naked eye. Many professionals say that they are committed to being the best, but in reality they are only interested. When someone is merely interested, they have a tendency to quit when things get difficult. Tune in to today's show with my guest Richard Mathews. Richard has a 5 year old insurance agency, and has been the

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**Featured Guest**



**Rich Mathews**

Rich Mathews is a 2001 Graduate of Florida A & M University's School of Business and Industry. Rich began his professional career as an Account Manager with the Dow Chemical Co. in Chicago, IL. After working with Dow for three years, Rich returned to Florida A & M and worked for two years as Asst. Dir. of Athletics. Rich wanted to own his own business and to pursue opening a State Farm Insurance agency. In January 2005, Rich began his career at State Farm and after brief stints in Tampa at his father's agency and Orlando as an Agency Field Specialist, he was chosen to open an agency in Estero, FL in July 2007. Rich led the Florida zone in auto growth for 4 straight years and ranked #7 i

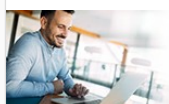
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