

Those Who Said Yes from Day One

Subject: Your name is on my wall — and there's a reason for it

There is a wall in my office that isn't decorative. It has names on it. Yours is one of them.

When I made the leap from Citibank to Raymond James four years ago, I had no guarantees to offer you. All I had was my word and the promise that I would work harder than ever to make sure I didn't let you down. And without hesitation, you said yes.

That's why your name is set in cement — literally and figuratively.

Rebuilding my business from scratch, client by client, at a firm that was virtually unknown in Mexico, Argentina, and Central America, was one of the most vulnerable moments of my career. But every time I felt the weight of that process, I thought about the people who trusted me without a safety net. That forced me to be better.

Today, I can tell you with pride that your trust was honored.

What you did was not just a financial decision — it was a human gesture. You bet on me as a person. And that changed my life and my family's life in ways words can barely describe.

Thank you. For being among the first. For trusting when there was nothing to prove other than my word.

Seeing your name on that wall is a daily reminder of why I do what I do.