

Top Producer Testimonial

Thank you for taking the time to complete this Top Producer Testimonial Questionnaire. Your story, insights, and achievements will help to inspire others who are following the same path. Please answer each question thoughtfully and provide as much detail as you'd like. You may type directly into the fields below.

Section 1: Background & Journey

1. Name:

Albie Serur

2. Current Role/Title:

Agency owner

3. When did you start working with Tommy?

October 2011

4. What initially attracted you to this business and training system?

I had just graduated from college, originally went premed and before committing myself down that path I wanted to see if there were other opportunities.

5. Briefly describe where you were — financially, professionally, or personally — before (provide the date) starting this journey. Please provide your previous occupation, Type of car owned, and description of home, whether rented or owned. First, provide the income with the date, the type of car you currently own, and a description of your home, indicating whether it is rented or owned, both then and now.

I was a fresh graduate and wanted to travel abroad for a bit to explore opportunities before tying myself down to my next career path.

The real purpose I found in this career wasn't the money, but once I was a manager developed my first agent and saw them grow and succeed.

Section 2: Training Experience & Breakthroughs

6. What impact did Tommy's training have on your development as a producer and leader?

7. Which elements of the training made the most significant difference for you?

The most impactful elements of the training under Tommy's mentorship were the structure, accountability, and mindset cultivation. The early emphasis on mastering the fundamentals—prospecting, client engagement, needs analysis, and consistent follow-up—instilled habits that became the foundation of my long-term success. But most importantly, it was the value-based selling approach—learning how to connect authentically with clients, understand their needs, and offer meaningful solutions—that truly set me apart.

Section 3: Results & Achievements

8. What were your production numbers in your first year compared to now? (Optional: ALP, team size, income milestones)

From what I learned early on with Tommy I was able to open my own agency and now it operates in all 50 states

9. How has this business changed your life (financially, personally, family, lifestyle)?

This business has completely transformed my life. Financially, it gave me stability and freedom I never thought possible. Personally, it helped me grow into a more confident, disciplined, and goal-driven version of myself. The lifestyle shift has been equally meaningful. I'm grateful every day that I said yes to this path. What started as a career move became a personal mission—and it's still fueling my future.

Section 4: Leadership & Legacy

10. What motivates you to lead and train others now that you've reached top producer status?

Having walked the path from rookie agent to top producer and now agency owner, I see the bigger picture—this business isn't just about sales, it's about building people. What motivates me today is seeing others unlock their potential the way I did years ago. I know what this opportunity can do because I've lived it, and now I want others to experience that same transformation.

11. What advice would you give to a new agent just starting in this business?

Stay coachable, stay consistent, and don't quit before your breakthrough. This business rewards discipline over time, not overnight success. Follow the system, lean into your training, and trust your mentor—they've been where you are. You'll face rejection and doubt, but if you stay focused on serving people and getting better every day, the results will come. Surround yourself with positive influences, track your progress, and treat this like the business it is. The freedom and fulfillment are real—but only if you stick with it long enough to earn them.

12. If someone is hesitant or doubting whether they can achieve similar results, what would you say to them?

You're not alone in this. The system works, and the support is real—but it only works if you work it. Your background, personality, or past doesn't define your potential here. I've seen people from every walk of life succeed—not because they were perfect, but because they didn't give up. If you're even considering this path, that means something in you is ready for more. Lean into that. Believe just enough to take the next step—and keep showing up. The success you see in others isn't luck. It's earned—and it's available to you, too.

Section 5: Closing Thoughts

13. In one sentence, what does Tommy's mentorship and this opportunity mean to you?

Tommy's mentorship didn't just teach me how to succeed in business, it showed me how to build a life of purpose, freedom, and impact.

14. Would you be willing to allow us to quote your answers in recruiting and marketing materials?

Yes No

Authorization to Use Testimonial

I authorize the Vena Organization and Thomas Vena to use my responses to the "Top Producer Testimonial" questionnaire, as well as any name, title, company name, image, or likeness I provide, in marketing and recruiting materials, including print, digital, social media, email, presentations, and the company website. I grant a royalty-free, worldwide, perpetual license to use, reproduce, adapt for length/clarity (without changing the intended meaning), publish, and distribute my testimonial. I confirm the statements are truthful and reflect my own experience. I understand I may request cessation of future use by written notice to Thomas Vena; this will not affect materials already produced or distributed.

Approval options (check one):

- Use my name, title, and company
- Use my testimonial anonymously (no name or company shown)

Signature: DocuSigned by: Albie Serur Date: 12/3/2025 / _____
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