

# 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:

Matty Diulus

2. Current Role/Title:

SGA

3. When did you start working with Tommy?

March 2009

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

I saw how well Tommy was doing in the company

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.

The. I was a youth councilor making 35,000 a year. Drove a 98 Chevy Lumina with headlights that didn't match each other and lived wi the my parents

I own multiple homes and cars now

## Section 2: Training Experience & Breakthroughs

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

So much! He paved the way and developed the systems that I came into that made me successful. His discipline, his ability to think big, and his confidence and conviction on speaking what things were gonna happen in our lives were the catalyst of our success in the first few years !!

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

Casey Kunash field training  
Simon Arias agency meetings  
Tommy Vena team meetings  
Was a beautiful trio!

## Section 3: Results & Achievements

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

60,000 personal production (8 months)  
120,000 team production  
This year, 30,000,000

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

It's provided everything I've ever wanted financially. Nice things, the ability to see the world, the financial freedom and lack of stress. And most importantly being able to help others and give my kids whatever they want. To allow them to grow up cultures. With privileges I never had, but at same time not spoiled and understanding the value of hard work & anything you want you must earn. No free rides in life

## Section 4: Leadership & Legacy

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

To me theirs no better feeling than pouring into others and duplicating the good you have into others. Putting that into the world will always come back your way. Law of Attraction. To me, pouring into others is doing good for the World

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

Find someone that has what you want, in life, business, finances, the way they carry themselves, their character, the full package. Find multiple people like that if you can and allow them to mentor you. Listen to all they have to say and implement. And at the end of the day you're always gonna be your own best motivator. Starts in your brain, so try your vision, with your self confidence and self worth. You got this!

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

If others can do it you can too. It's impossible to do the ri go t things over and over and get wrong results

### Section 5: Closing Thoughts

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

The opportunity he provided to me changed my life, my families life, future generations of my families lives, and lots of lives of people I've been blessed to lead. I'm forever grateful to him and love him and his family ☐

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:  Date: 11/8/2025 / \_\_\_\_\_

Printed Name: Matty Diulus

Title / Role: SGA

Company: AIL

Email / Phone: 4,129,697,239.00 mdiulus@ariasagencies.com

