

## Corporate therapy

In this time of economic unrest, Terry Bieberly, also known as The Growth Coach of Wichita, is experiencing a growth in his client list, which is dominated by real estate agents and financial planers.



Bieberly

"I am there to listen to their frustrations," says Bieberly, the part-time sales consultant/corporate therapist.

And once they get finished venting, Bieberly is quick to point out that the bear market represents an opportunity for professionals to enhance their relationships with clients.

"Being successful in business is all about relationship building," he says. "It's something that doesn't happen overnight. You need to be patient with it."

That same kind of patience is needed in the stock market, says Bieberly, a former sales manager with several local companies, including Cox Business Services.

"They are trying to calm the nerves of their clients," Bieberly says. "They are taking a lot of calls from people worried about the market. Really, this is an opportunity to invest in the market because the prices are so low.

"But you have to be patient with the market. That's the thing they are fighting right now — that tendency to panic."

**Got a tip? Give Pat Sangimino a call at 266-6177**

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