

“Karuna / Coronis” - transcript

0:05

it's interesting I don't know whether I

0:07

ever would have thought the Coronas

0:08

group would be as big as it is today

0:11

so exciting because we're a national

0:13

brand now and we've got 50 people around

0:15

the country in franchises and

0:17

franchising will be a big part of our

0:19

business moving forward not just

0:21

straight franchises but partnering with

0:22

people partnering with the right Talent

0:25

we we've spent a lot of time and a lot

0:28

of effort training people who are

0:30

salespeople to become owners

0:34

we go through education we do it through

0:35

allowing you to have your own failures

0:37

and successes as we have a belief now

0:40

that the employee of the future will not

0:42

be an employee and you can't call them

0:44

that they're going to be entrepreneurs

0:45

the ones we want to attract to our brand

0:47

are people who really want to have a

0:48

crackhead of Life we've got probably 10

0:52

or at least 10 people karuna was one of
0:55
them who came along and said I want to
0:58
be not only a salesperson but I want to
1:01
progress my career
1:04
so I've been with the Coronas group for
1:06
almost 20 years now which has been an
1:09
amazing exciting challenging journey I
1:13
actually started as a what we call an
1:15
on-the-job training agent well one of
1:17
the things I love about this group the
1:18
most is they are willing to give people
1:20
a try an opportunity they watch them
1:23
fail they watch you grow
1:26
uh you can see how that's worked for
1:29
many people especially for Corona
1:34
that's why in regards to me moving into
1:36
the CEO role
1:38
it was one of the most emotional things
1:39
that ever happened to me in my life I've
1:41
always had a very strong vision of what
1:44
my life would look like and this is the
1:46
final step in that puzzle
1:48
that when you've got somebody who's got
1:50
her heart in it like she has and for me
1:52

to be able to give the Baton across and
[1:54](#)
give her the freedom to do what my dad
[1:55](#)
did for me is just it's it's so
[1:59](#)
rewarding there you go I'm gonna look
[2:00](#)
back on my life and go it's one of the
[2:02](#)
big rewarding pieces of my life
[2:04](#)
and you know this has been a long
[2:07](#)
journey and we've worked together for an
[2:08](#)
extremely long time and I appreciate his
[2:10](#)
his support his gratitude to me and vice
[2:14](#)
versa and I'm going to continue with his
[2:16](#)
mentorship while he's in the chairman
[2:18](#)
role and I'm very very very happy to
[2:20](#)
have him still as a part of my life
[2:24](#)
I know Corona's group's future is bright
[2:26](#)
we've got a very very strong five-year
[2:28](#)
strategic plan and it's to make sure
[2:30](#)
that we're in marketplaces where not
[2:32](#)
currently in and we get a footprint in
[2:34](#)
those marketplaces and become Market
[2:36](#)
leading also we want to make sure that
[2:38](#)
we continue to grow and Mentor our teams
[2:40](#)
you know we've got an opportunity where
[2:41](#)
we can take someone that's got no real
[2:43](#)

estate experience and be able to grow

[2:45](#)

them into an agent then into a business

[2:48](#)

owner which is amazing to be able to

[2:50](#)

invest in people like that and actually

[2:51](#)

change their life for the better