

## This Local Businessman Has a Passion for What He Does.



*Phil is refreshed and energized by spending time with his family. His two grandchildren keep him young at heart and, like his own children, teach him valuable life lessons.*

**Truth be known, Phil Lamb loves golf.** He's played since his early teens. As he was learning the finer points of the game, he discovered that you had to have focus and concentration to make the most of each drive, putt and chip shot. Dedication was another important attribute that helped improve his game—the dedication to practice, practice, practice. But the biggest lesson he learned was that you have to have passion for the game in order to take it to the next level. It didn't take long for Phil to realize that these very attributes are what he uses to excel in life and in business as well as golf.

### Family Focus

For Phil, the fuel of success, whether in his personal or professional endeavors is passion. Anyone who knows Phil will tell you people are his passion—more specifically, helping people. As a dedicated father, the most important people in his life are his family. Phil's wife, five children and his grandchildren are the core of his life, and he strives to always be there for them, focused on their needs and ready to help them in any way.

### World Focus

Years ago, Phil's passion for helping people was truly evident during his 10 years as a missionary for the HOPEworldwide organization. He started out in the jungles of Panama, where he did much valuable work toward eradicating the effects of poverty. While on the Board of Directors for HOPEworldwide, he traveled all over the world raising money for poor communities and working to build hospitals, medical facilities and clinics. He even opened an adoption agency. Never losing sight of his goal, he was always looking for the next prospective project that would make a difference in the lives of the less fortunate.

### A Good Game Plan

After Phil left the ministry, he continued to fulfill his passion to help people achieve their true potential. As a lifelong athlete himself—with a passion for golf since his teens—he utilized his Master's degree in sport psychology and started his own company. Working with professional and amateur athletes, he coached them and helped them mentally prepare for every aspect of their sport. He taught them how to focus on their technique and the big picture while inspiring their dedication to achieve peak performance.

In his free time, Phil not only plays golf and follows the PGA tour closely, but he also organizes an annual charity golf tournament that attracts players from all across the country. The proceeds of the tournament go to a basketball league he started for inner city kids. He also loves music and, as a hobby, started an orchestra called Sons & Daughters. He spends as much time as he can outdoors and, for him, that time is best spent with his family—even if it's just taking a walk outside and talking over the day's events.

### A Passionate Approach

Where you can really see Phil's passion for helping people make the biggest impact is in his career as a real estate professional. If you think he's focused while he's on the golf course, you should see him at work. Influenced by his father, a residential home builder with a work ethic stronger than steel, Phil could read a blueprint by the time he was ten years old. From that moment on, he was instilled with a determination to work hard and felt truly connected to real estate. In fact, helping people with one of life's biggest investments is something Phil loves more than anything. He understands how much is riding on his clients' investments. That's why he focuses 100 percent of his attention and expertise on your transaction, never resting until he helps you reach your specific goals. That's the dedication that has become Phil's trademark, and the reason more and more clients are referring him to their friends and neighbors.



*Phil's unwavering focus on the details and his dedication to meet his clients' needs are obvious from the moment you meet him. But what makes the difference is his warmth and his genuine concern for his clients.*

### Make the Right Call

What Phil brings to his clients is a commitment and dedication to provide quality service. He does what it takes to make things happen and you always know he's working with your best interests in mind. He offers reliable communication and follow through that will guide you in the right direction when it comes to your most important decisions. You'll receive the one-on-one attention you deserve, with a warm and caring style that is all his own. Most importantly, Phil knows what counts. **Passion. Focus. Dedication.** To Phil, these are the key elements for success and it's the foundation for the way he approaches all your real estate needs.

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