

TPG Representative Sara Hacker

Topic

Financial

Financial Item

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Teall Properties Group

**Takeaways to help
Board and Staff**

Four for Four and working towards Hitting Year Five by Oct. 2025

Year four was a tremendous success, finishing at 112% to goal, making it the first time in TPG history that a property has hit goal four years in a row. This accomplishment speaks volumes about the team's consistency, focus, and relentless drive. Our goal has increased by 22% from last year and a 350% higher from the goal in year one.

At our annual retreat in Winston-Salem, the Kentucky team received outstanding recognition. The most notable moment was being named Team of the Year across the entire company... a testament to our commitment to team dynamics and strategic alignment.

Additionally, Zack Highley received one of the company's highest honors, becoming the first-ever Account Manager to win the Jerry McGee Award, an accolade previously awarded to Sara Hacker three years ago. This is a well-deserved recognition of Zack's dedication and impact.

As we move into the 2025–2026 school year, we're laser-focused on renewals and new business pitches. We're currently sitting at 45% to goal, with a strong pipeline of verbal commitments pending signatures.

What's even more exciting: we're leading the company with a 6-to-1 pitch ratio, a remarkable figure that underscores our efficiency and outreach. Every week, we're meeting with new prospects and expanding our reach across the state.

This year, we've raised the bar even higher. Our internal challenge is to hit goal by October 31st. If we do, it will mark the earliest finish in company history for a property of this size.

General Commentary