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"Look Through the Eyes and Into the Heart"

Written By: Harry Gribnitz

Very few of you have had the opportunity to meet my parents. They both passed away when I was in my early twenties. Please allow me to share a little of the wisdom that they imparted to me. They were typical working class people from the Westside of Chicago. They were raised believing that you only associated with people of "your own kind". Germans with Germans, Poles with Poles, Blacks with Blacks, Women with Women, poor with poor, affluent with affluent, etc..... Their prejudice was such a product of their environment, it was very difficult for them to change. They were determined that their only son would think differently.

They taught me to "look through the eyes and into the heart" of everyone I met. This was their way of looking past the outward appearance and preconceived profile to see the true qualities of the person. They wanted me to have my eyes open to get to know people of all backgrounds. They didn't want me to have to struggle, as they had, to overcome their own prejudices. Their advice has allowed me to enjoy the diversity of people. I have been blessed to have a very diverse group of friends with the only common factor being the love and caring in their hearts.

I know when they look down from above and see me asking a client to sign the "Fair Lending Notice", they smile a little when I add "this is the address if you wish to file a complaint". Thanks Mom and Dad. I love you.

Sincerely,

*Harry Gribnitz
Your Home Loan Specialist for Life*

PS: More than ever I need your help to keep my business 100% referral. Please continue to refer friends, relatives or co-workers.