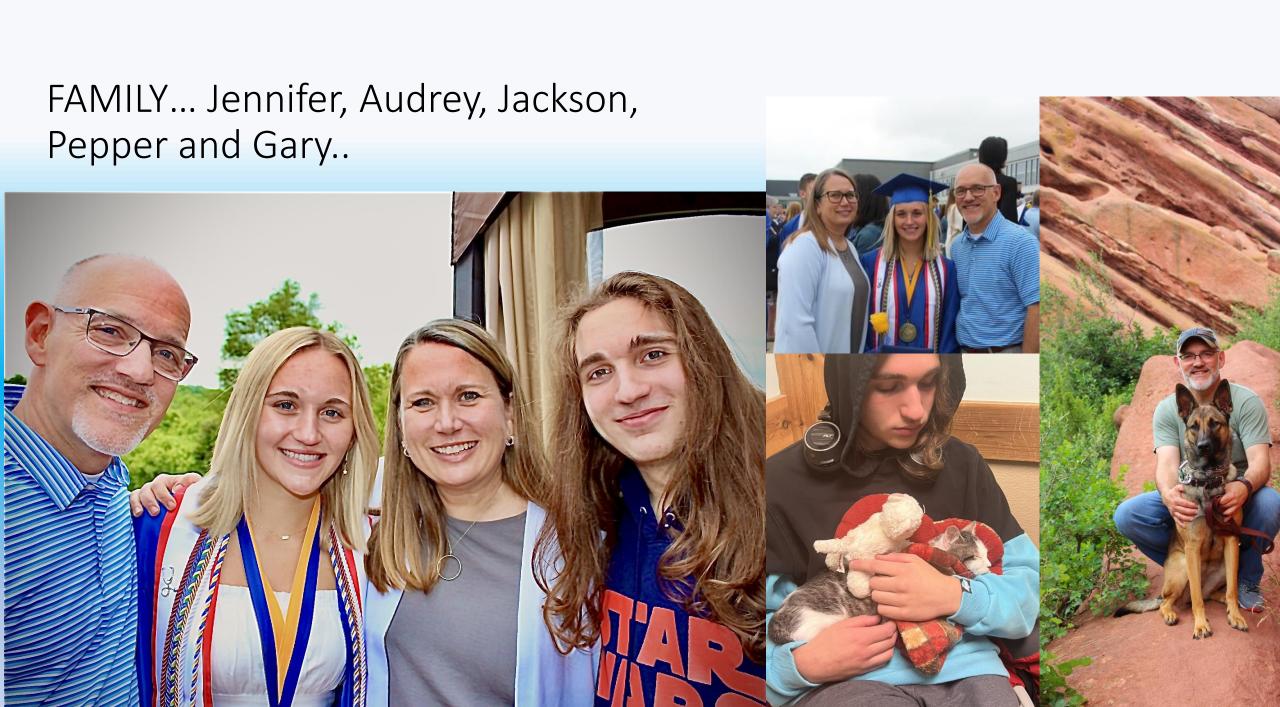
## JOE BANSKE

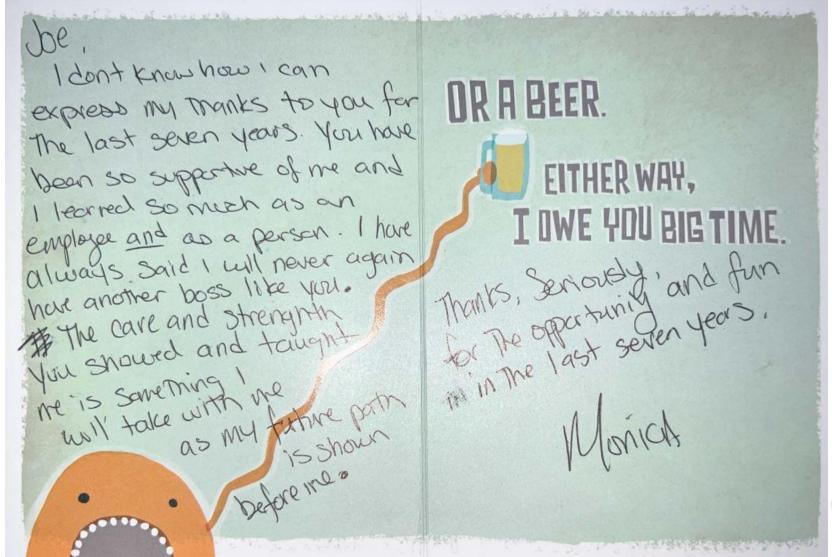
What if I gave you my phone for you to dig into.. Who would you discover?



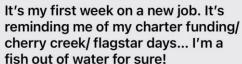
### SERVING aka COACHING FAMILIES, HOME MORTGAGE -1997 and still going...



## LEADING aka **COACHING**...is my default position







Don't know if I would have been able to get this position without my experience in the mortgage industry, even if it was close to 15 years ago. Thanks again for taking a chance on me all those years ago.

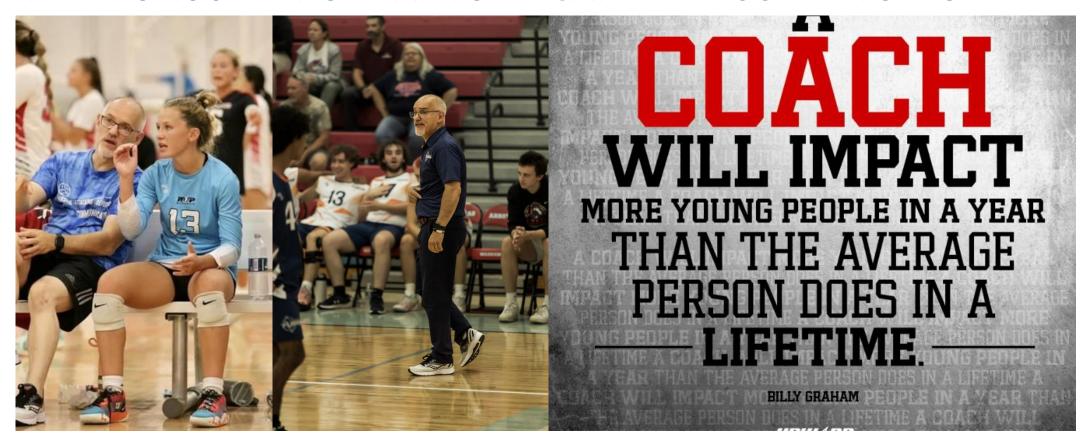


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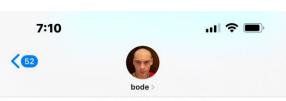




# COACHING, THE BEST TEACHING, COUNSELING & MENTOROSHIP ROLE ANYONE CAN BE TRUSTED TO HOLD



#### CHAMPIONSHIPS – MOST IMPORTANT ONES ARE NOT A BANNER IN THE CEILING



Nov 30, 2022 at 1:12 PM

Hey Joe. I visit the idea you introduced to us my sophomore year of highschool, the book you gave us. I will not lie to you, to this day I have not read it but that does not mean I did not get something from it. You gifting the team of young individuals (all of whom do not read for pleasure) a book baffled me at first. I thought why would he actually expect us to read this to which you answered "I know maybe 1 of you will read this and it will impact your life" and I immediately thought "that guy will not be me... nor will it be him... or him..." but the idea of you giving us the book is what mattered. It showed your colors on a level that can only be highlighted through action. For that, I am grateful. We were not successful at winning, we were not the most cohesive team, we were certainly not the most behaved team and for those reasons I thank you. For allowing me to explore my leadership within a team, for caring about us as human beings, and for trying your hardest. I leave you with something to think about: The notion that sometimes leaders must teach, and teachers must lead, but there will never be World in which they should act in opposition. I hope vou're doing well.

Text Message • RCS



Fri, Aug 19, 8:26 AM

Hi Joe, I just had to tell you Asas new great news. He made the Marquette varsity team and according to coach already has earned a playing time setter spot. He has to keep it up, but 1 1 1 m a proud mom of a determined kid. Hope you're well! Assume you're still coaching at Waukesha. Hope to see you sometime this season.

> That's awesome. He really is crushing it. Such a. Fine young man and focused on doing the work to be better each day.

Thanks for sharing the great news.

Yes still coaching Waukesha. Maybe we will cross paths in WIAA tourney time.:)

Delivered

11:57 **<** 54 pressured to be there-feel welcome but no pressure :):) I am rewarded by knowing I poured into someone like Abby and I know she is the type of person who will pay that forward to someone I will likely never meet. That fact is awesome

Jul 22, 2023 at 9:22 AM

Joe again, I can't thank you enough for believing in Abby. I have been awake since they left this morning around 3:30. I wish I could be there as well but I had some prior commitments. Thank you for talking with Mankato's coach on behalf of Abby. I just hope she puts her game face on and shows them the fire she has inside of her. I am very nervous for her due to her lack of height. Do you honestly feel as though the coach can see around that and realize the player she truly is?

> Based on my talk with Megan yesterday - I'd say they are neutral on the height issue. :) Abby will impress them. She isn't the type to falter under pressure

Great to hear. Thanks again for always having her back. Now it's just a long 6 hours for me waiting 



Jun 3, 2023 at 8:11 PM



Thank you !!!

when you're around.

11:59

Jun 8, 2023 at 8:47 AM

#### Hey Greg

Thanks for the messages. I really enjoy coaching Abby. She is just awesome. Looking forward to the **Center Court matches on Monday** night.

Does that start next week?













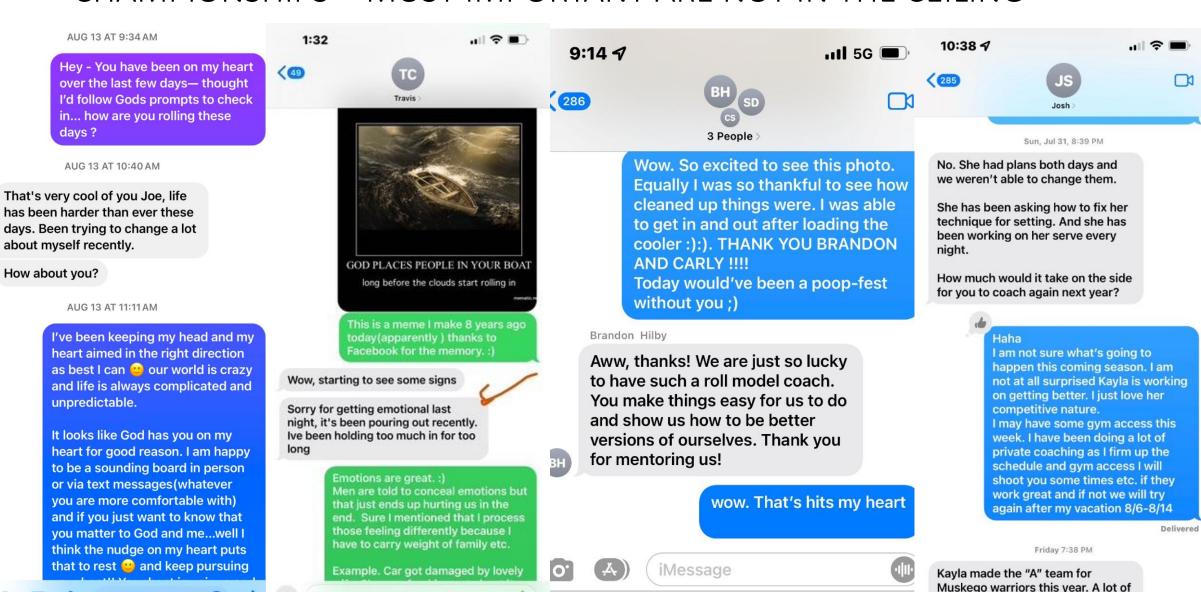








#### CHAMPIONSHIPS – MOST IMPORTANT ARE NOT IN THE CEILING









it had to do with you. Thanks again.







**COURT** 



I had a little fun with my team yesterday. We have had a great season so far. Highlighted by Badger Region Championship 1st place Open Gold

My message: we can look at our success like the iceberg above the waterline or we can dig in - suit up and see what the rest of the iceberg has to offer us. I am ready to hit the







Your ask of me was to "prepare a Presentation of Self that highlights you as a person, leader, and professional."

As a husband, I regularly coach my wife of 29 years through challenges and celebrate her amazing accomplishments.

As a father, I coach my children to pursue their desires, through competitive self-driven challenges and help them quiet their own doubts and fears to enable them to accomplish what is possible for their own ability and commitment

As a mortgage professional, I coach my clients, employees, peers and stakeholders to understand the process and financial outcomes for the decisions and opportunities.

As a community leader, I coach people that God has placed along my path to consider God's plan for them and His love for them as imperfect people in pursuit of being made in His image.

As a volleyball coach, I coach the players under my care, the fellow coaches on my staff, and the various other stakeholders to define for themselves what is possible given what they are committed to pursue.



My job in this life is to help others get where they want to go... it is ALL about that!



# I AM A COACH!

Joe Banske (414)350-7394