

MY FATHER SHAPED MY LIFE AND CAREER



Many people ask me how I learned the values that guide my work today.

The honest answer is simple: it started with my father.

I worked with my dad on and off for much of my life, long before I ever entered my professional career. My first “job” was cutting the grass at home, followed by shoveling snow in the winter. He paid me not because the work was perfect, but because he wanted me to understand responsibility, effort, and accountability. Those early lessons formed the foundation of how I approach business to this day.

As a child, he taught me how to sail. How to read the wind, stay calm under pressure, and adjust course when the wind changes. As a young man, he taught me lacrosse, where I learned discipline, teamwork, and perseverance. Looking back, I realize these weren’t just hobbies. They were life lessons disguised as experiences.

Eventually, I had the privilege of purchasing his business. That moment represented more than a transfer of ownership. It was the passing of trust, reputation, and responsibility. I didn’t just inherit operations — I inherited standards. The way I serve clients today is directly shaped by the example he set.

Later, when he moved into semi-retirement, we spent many hours together on the golf course. I joined a club he could never afford during his working years and made sure he was always my first and most frequent guest.



Those rounds became informal mentoring sessions — long conversations about business ethics, treating people fairly, keeping your word, and building something that lasts.

My commitment to family has always mirrored my commitment to long-term thinking. When my parents were ready to move into senior living, my former spouse and I purchased their family home so they could remain connected to the place where all of us were born and raised. That same backyard was where all four of their children were married. Preserving that continuity mattered deeply to me, because legacy matters.

Later, I partnered with my parents on a Florida property, giving me the opportunity to collaborate with them once again. Those vacations together allowed me to learn from them not only as parents, but as partners, planners, and decision-makers.

I was very close to both my mother and father, and especially to my dad. That relationship shaped how I lead, how I communicate, and how I build long-term client relationships. He believed success wasn't about short-term wins - it was about trust, consistency, and doing right by people even when no one is watching.

Today, every professional decision I make carries his influence. The patience, the integrity, the respect for clients' goals, and the focus on long-term value all come directly from what he taught me.

In many ways, my career is not just my own. It is the continuation of the standards he lived by - and the legacy he worked his entire life to build.

I miss you dad.

Subscribe to my newsletter: [Timothy's Newsletter](#)

TEXT me @ [\(416\) 520-7420](tel:4165207420) for a FREE estimate of the fair market value of your practice.

Refer a friend and you will BOTH receive a **REVERSE Tariff** professional courtesy of up to \$1,500 each toward your ROI Appraisals. A total savings of \$3,000.

Working with i-Dentists™ since 1984 (*actually, a little bit longer than that!*)

**NEW for 2026: I work 7 days per week.
7 AM to noon (Eastern Standard Time)**

Written by:



Timothy A. Brown,
FRI, CEO & Broker of
Record



roicorp.com