PURSUING
freedom

DESIGN YOUR *Future*

Create resilience in your business so you no longer fear unpredictability or market changes.

Kick your limiting beliefs to the curb – transform your money mindset and dream big, if you can dream it, you can achieve it!

ERIN BRADLEY

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Design Your Future Syllabus

Goals:

- Have predictable results, running a business that is resilient to market changes, as you get clear on the 'critical few' tasks only YOU can do to move the needle in your life and business.

- Actually be emotionally and mentally PRESENT when you spend precious time with your loved ones, rather than feeling overwhelmed and preoccupied with your phone, emails and to do lists.

- See consistency with your financial success, eliminate the scarcity mindset, and embrace abundance and growth, while discovering the power of true rest and recovery.

- Kick anxiety, overwhelm, and burnout to the curb as you move with grace, ease and power towards clearly defined personal and professional goals.

- Stop comparing yourself to others, as you step into your unique talents and abilities, and finally enjoy the time and financial freedom you deserve.

Expect success, plan for it, and enjoy it!

FINANCIAL THERMOSTAT

Where I am today is a result of who I've been, but where I go depeds entirely on who I choose to be starting today.

Where I am: _____

(The most I've ever earned..)

Where I "wish" I could be: _____

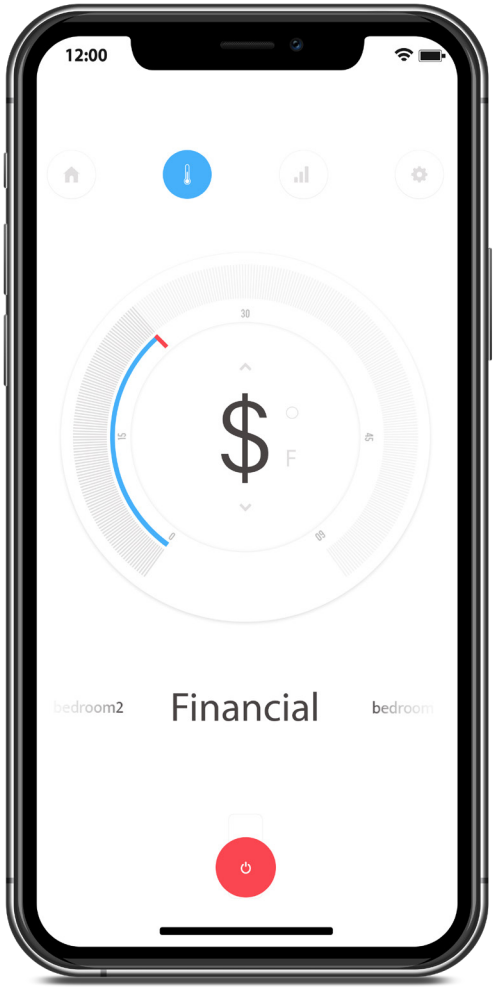
(Wouldn't it be "amazing" if..)

"I am as worthy, deserving and capable of achieving wealth AS ANYONE ON EARTH, and I will prove that today with my actions."

Hal Elrod

TANGIBLE VS INTANGIBLE

Notes



Don't worry about how long it will take to accomplish your goals! The time will pass anyway.

Dreamlining your Future

What is it that you want, and what are you willing to do to make it happen? It's completely up to you. Nobody can tell you what matters to you. And it's OK to 'wish' for the 'unrealistic.' The sooner you do, the sooner the impossible becomes inevitable. First DEFINE SUCCESS, then expect it, then plan for it. DREAM FIRST, without knowing how.

Affirmations & Vision

Example affirmations:

1. I am as worthy, deserving and capable of achieving wealth as any person on earth, and I will prove that today with my actions.

2. Where I am is a result of who I've been, but where I go depends entirely on who I choose to be, starting today.

3. I am committed to my family. I understand that saying yes to one thing means saying no to something else.

4. I am committed to earning _____ annually.

5. I am committed to building financial independence through real estate investing.

6. I am excited to travel the world as a family.

7. In order to become a millionaire, I must first believe I can be, then begin operating like one.

8. I love closing _____/mo!

9. I attract conscientious, hardworking, hungry and humble team members, who are excited to be part of a loving team, and to experience the growth opportunities this business can provide.

10. I have all the time I need to accomplish what matters most.

"Gratitude makes sense of our past, brings peace for today, and creates a vision for tomorrow."

MELODY BEATTIE

Vision Writing Examples:

By this time next year, I will .....

Business: Grow purchase business, build a team, recruiting, brand reputation, customer satisfaction, new skills, find a mentor, mentor someone else, etc. (No filter on this!)

Financial: Income, savings, total net worth, begin investing, pay off debt, buy a home, save for college, set up trust/estate, etc.

Physical: Ideal weight, run marathon, increase flexibility, elevate energy, reduce cholesterol, start meditating, go to bed earlier/wake earlier, etc.

Mental: Read 30 minutes a day, listen to educational podcasts, go to seminars, hire a coach, build new skills, etc.

Family: Spend more time with family, be home for dinner every night, read to my kids every night, date night with spouse once a week, visit parents twice a year, forgive or make amends with a relative, attract Mr. or Mrs. Right, plan vacations with family, etc.

Lifestyle: Travel, adventure, luxuries, languages, hobbies, instruments, where you want to live, how you want to live, how you want your home, who you want to meet, etc.

No boundaries, no excuses, no apologies.

WHAT DO YOU WANT?

Notes

"It is _____ and I am celebrating....."

DAILY AFFIRMATIONS

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

Goal Casting

We've done reflection, visioning, and mindset...it's time to clearly DEFINE exactly what you want out of life, how you want to feel, experiences you want to enjoy, and the type of business that you'll create to support your lifestyle.

The one page business plan will bring clarity and focus to your life and business, keeping your goals front and center, in order to remain conscious each day of the activities you'll need to do in order to see the path to success unfold.

The focus is simple: *you'll need to do less. Less connectedness, less over-committing, less email reactivity, and less mindlessness on social media. The key is subtraction, and it starts with awareness.*

BUSINESS PLAN

TOP 10 GOALS

1. 10 loans per month
2. Become an HBM expert
3. Buy another property
4. Hire Processor and LOA
5. Read 12 Books
6. 2 notes per day
7. Visit Family in PHL and FL
8. Kids Activities - bike, soccer, etc.
9. 6 camping weekends
10. Weekly massage

SCHEDULE

Day	Time	
Mon.	8-9a	NOTES
	9-10a	Call backs
	10-11a	Team meeting
	2p	3 Focus calls
Tues.	11:30	meetings
Wed.	8-9a	5 NOTES
	9-10a	HBM
	2p	3 Focus calls
Thur.	8-12p	Meetings
	2p	3 Focus calls
Fri.	8-9a	Create a call list
	9-10a	Database
		Delegate lender letters!

BANNER GOALS

1. 30M volume or 10 units/mo
2. Buy another property
3. Build team

THREE WORDS

1. Delegate
2. Teach
3. Receive

ROCKS IN MY SCHEDULE

Weekly
- Team meeting
- 10 thank you notes or gifts
- BNI

Monthly
- Rainmakers
- Accountability group
- Buffini Mastermind

Daily
- Meetings

BUSINESS PLAN

TOP 10 GOALS

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

SCHEDULE

Day	Time	

BANNER GOALS

1.

2.

3.

THREE WORDS

1.

2.

3.

ROCKS IN MY SCHEDULE

Weekly

_____
_____
_____

Monthly

_____
_____
_____

Daily

_____
_____
_____

Game Time

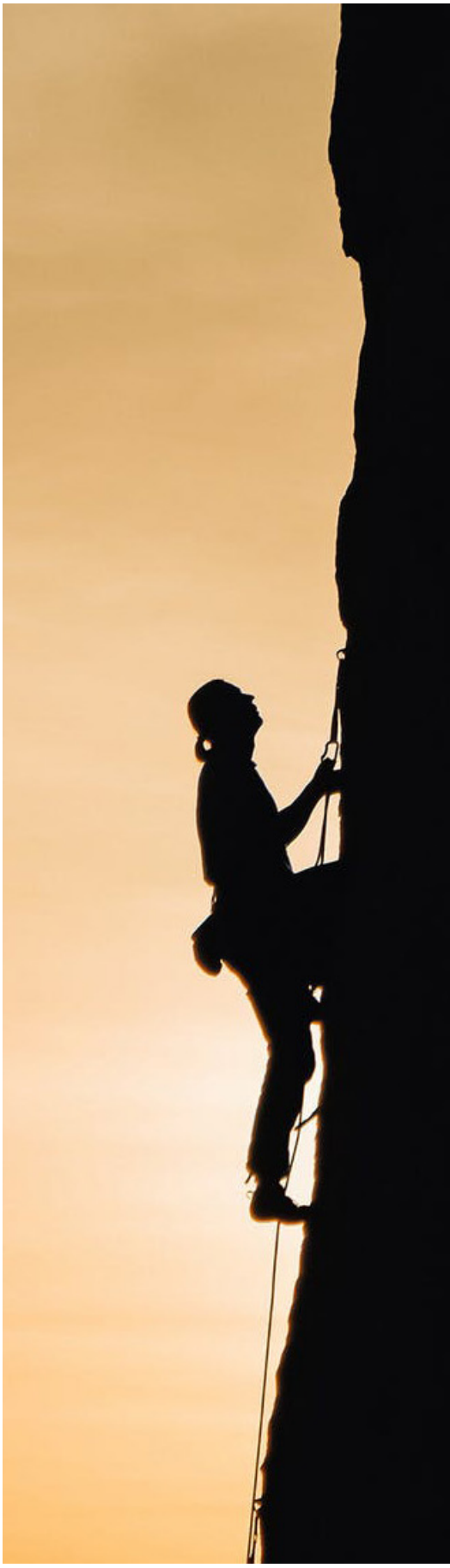
No more excuses. This is YOUR business, which means you write the RULES FOR SUCCESS. It's up to you to create the plan, measure your success, set boundaries around your priorities, and honor those boundaries!

SIMPLIFY YOUR EFFORTS IN ORDER TO AMPLIFY YOUR RESULTS!

"Stop wishing things were easier, and start working to become better."

*In regards to **FEAR:** you won't make it as an entrepreneur if you're not scared. Fear is your friend. You can't be half in or half out. It's **ALL IN.***

- WHO do you want to SERVE?
- What are their NEEDS?
- HOW are you going to FIND OUT?
- What is your PLAN to serve them?
- WHEN are you committing to do this work?
- What does FOLLOW UP look like to you?
- How will you TRACK your progress?



WEEKLY SCHEDULE

Example

	Monday	*Tuesday*	*Wednesday*	*Thursday*	*Friday*
5 am	Meditate	Meditate	Meditate	Meditate	Meditate
6 am	Breakfast & Fam	Breakfast & Fam	Breakfast & Fam	Breakfast & Fam	Breakfast & Fam
7 am	Exercise & Shower	Exercise & Shower	Exercise & Shower	Exercise & Shower	Exercise & Shower
8 am					
9 am	Organize Pipeline	Marketing Proj.	Past Client	Touch Base w./ Active Listings & Buyers	Clean Up Time Track
10 am	Check Hot List	Social Media	Calls		Finish Gifts/Notes
11 am	Reactive: Inbox, Return Texts, & Calls	Reactive: Inbox, Return Texts, & Calls	Reactive: Inbox, Return Texts, & Calls	Reactive: Inbox, Return Texts, & Calls	Reactive: Inbox, Return Texts, & Calls
12 pm	Lunch w/ Someone who inspires you!	Client/Tribe Lunch	Client/Tribe Lunch	Client/Tribe Lunch	Client/Tribe Lunch
1 pm	Reactive: Clean Out Inbox, Return Texts, ~~Call Backs, Create~~	Reactive: Clean Out Inbox, Return Texts, ~~Call Backs, Create~~	Reactive: Clean Out Inbox, Return Texts, ~~Call Backs, Create~~	Reactive: Clean Out Inbox, Return Texts, ~~Call Backs, Create~~	Close Out Day & Track
2 pm	To-Do List for Tomorrow, etc.	To-Do List for Tomorrow, etc.	To-Do List for Tomorrow, etc.	To-Do List for Tomorrow, etc.	Have Fun!
3 pm	Showings: Proactive Follow-up (Calls, Texts, ~~HH, Scheduling Appt.~~,	Showings: Proactive Follow-up (Calls, Texts, ~~HH, Scheduling Appt.~~,	Showings: Proactive Follow-up (Calls, Texts, ~~HH, Scheduling Appt.~~,	Showings: Proactive Follow-up (Calls, Texts, ~~HH, Scheduling Appt.~~,	
4 pm	Reflecting on Day, Walk, Meet w/ Friend	Reflecting on Day, Walk, Meet w/ Friend	Reflecting on Day, Walk, Meet w/ Friend	Reflecting on Day, Walk, Meet w/ Friend	
5 pm					
6 pm					
7 pm					

TRACK CALLS, NOTES, POP-BY'S, AND APPOINTMENTS!

THIS IS KEY!

THE ACTIVITIES LEAD TO RESULTS, HOW MANY YOU DO WILL DETERMINE YOUR RESULTS!

WEEKLY SCHEDULE

	Monday	*Tuesday*	*Wednesday*	*Thursday*	*Friday*
5 am					
6 am					
7 am					
8 am					
9 am					
10 am					
11 am					
12 pm					
1 pm					
2 pm					
3 pm					
4 pm					
5 pm					
6 pm					
7 pm					
8 pm					
9 pm					
10 pm					

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for great resources!

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Here's to your continued success...and more importantly...HAPPINESS!

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