

# How to Stay Positive and Productive in the Current Real Estate Market



**5 Strategies you can Implement TODAY to Manage Your Energy and Positively Impact Your Community**

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PURSUING  
*freedom*



# A Little Story about Perseverance



## **5 STRATEGIES:**

- 1. MORNING ROUTINE**
- 2. DAILY REFLECTION**
- 3. THE ART OF SUBTRACTION**
- 4. THE POWER OF 25%**
- 5. THE ACTION PLAN**

# 1. MORNING ROUTINE:

It's not about what time, it's about how you start your day



- **GOAL IS TO CONTROL... ENERGY, MINDSET & EMOTION**
- **GRATITUDE**
- **AFFIRMATIONS**
- **BRAIN DUMP**

*The state of your life is nothing more than a reflection of the state of your mind. – Dr. Wayne Dyer*

*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.*

## 2. REFLECTION & REDIRECTION

- WHY DID YOU BECOME SELF-EMPLOYED?
- HOW IS THAT WORKING OUT FOR YOU?
- FINANCIAL FREEDOM?
- TIME FREEDOM?
- WHAT ACTIVITIES DO YOU ENJOY?
- WHAT ARE YOU GOOD AT?

*Chances are, you've been  
doing  
TOO MUCH for TOO LONG*

*Over Connected  
Over Committed  
Busy, Busy, Busy  
NOW IS TIME TO DESIGN!*

### 3. THE ART OF SUBTRACTION

- **SCHEDULE**
- **TIME TRACKING**
- **ENERGY  
AWARENESS**
- **TIME BLOCKING**
- **REST AND PLAY**

***SIMPLICITY  
+ CONSISTENCY  
= RESULTS!***

*Stand up for your right to  
some peace, quiet, alone time,  
family time, fun time, and  
creative time.*

## 4. THE POWER OF 25%

- **STOP TRYING TO SERVE EVERYONE**
- **CHOOSE A TARGET MARKET**
- **INVESTORS?**
- **FIRST TIME BUYERS?**
- **GEOGRAPHIC FARM?**

***MANTRA: There are plenty of people excited to buy and sell as soon as possible.***

***There are plenty of people in need, and they will never forget the acts of kindness bestowed upon them.***

## 5. THE ACTION PLAN: Keep it simple. Keep it heartfelt.

- ORGANIZE CRM
- KNOW WHO  
YOU'RE CALLING
- KNOW WHEN  
YOU'RE CALLING
- CONNECT WITH  
COLLEAGUES
- COMMUNICATE
- FOLLOW UP!

*DOWNLOAD YOUR FREE  
RESOURCE:*  
[www.PursuingFreedom.com/  
resources](http://www.PursuingFreedom.com/resources)

***PICK UP THE  
DANG PHONE!***

# ACTION!!!





It's time to *finally* build the life you don't need a vacation from!



## **WAYS I CAN SUPPORT YOU:**

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Online workshop: [www.PursuingFreedom.com/coaching-options](http://www.PursuingFreedom.com/coaching-options)

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