

Time to GET REAL...

... REAL with your Clients

1. Drop the \_\_\_\_\_ .

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2. they don't \_\_\_\_\_ the \_\_\_\_\_ pitch

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3. Pressure is for the \_\_\_\_\_

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"Time flies like an arrow; fruit flies like a banana."

— Anthony G. Oettinger

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4. \_\_\_\_\_ why you \_\_\_\_\_ Real Estate !

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5. Understand their \_\_\_\_\_ and \_\_\_\_\_

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6. make it a two-way dialogue.

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"What we dwell on is who we become." -Oprah Winfrey

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Feelings (sometimes) Lie

If you feel, \_\_\_\_\_ say something.

\_\_\_\_\_ is Not always bad



### Practice Management

#### Manage your money

- Create a \_\_\_\_\_
- Track your \_\_\_\_\_ and \_\_\_\_\_
- Learn \_\_\_\_\_ to Manage \_\_\_\_\_
- Invest in \_\_\_\_\_

\_\_\_\_\_  
*Money is better than poverty,  
 if only for financial reasons*  
 – Woody Allen  
 \_\_\_\_\_

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#### Manage your time

- Focus on \_\_\_\_\_ Activities
- \_\_\_\_\_ what you \_\_\_\_\_
- Make \_\_\_\_\_ plan \_\_\_\_\_
- Be the \_\_\_\_\_
- Work will expand to the \_\_\_\_\_ \_\_\_\_\_

\_\_\_\_\_  
*The two most powerful  
 warriors are patience and  
 time.* – Leo Tolstoy  
 \_\_\_\_\_

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- The best time manager is \_\_\_\_\_



### Manage your Energy

Energy Drainers

\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_ , \_\_\_\_\_  
\_\_\_\_\_ , \_\_\_\_\_

Manage the \_\_\_\_\_

You are \_\_\_\_ you \_\_\_\_

BE:

- Surrounded with \_\_\_\_\_ you admire.
- Surrounded with people \_\_\_\_\_ than \_\_\_\_\_

You \_\_\_\_ what you \_\_\_\_

Find \_\_\_\_\_ for your \_\_\_\_\_

### Manage your ambition

Energy Givers

\_\_\_\_ , \_\_\_\_\_

Taking \_\_\_\_\_ of \_\_\_\_\_

\_\_\_\_\_ of \_\_\_\_\_

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*Half our life is spent trying to find something to do with the time we have rushed through life trying to save. Will Rogers*

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### The Game | The Rules

Give \_\_\_\_\_ what they \_\_\_\_\_

So they'll \_\_\_\_\_ what they \_\_\_\_\_

Walk the line \_\_\_\_\_ negativity & \_\_\_\_\_

### The what?!

Having \_\_\_\_\_

Having a \_\_\_\_\_

Having a \_\_\_\_\_

### The big WHY!

- a) Everyone is in \_\_\_\_\_
- b) Everyone works by \_\_\_\_\_
- c) Your \_\_\_\_\_ are \_\_\_\_\_ on you
- d) If they ask \_\_\_\_\_ of you...
- e) Own your \_\_\_\_\_ &...
- f) ...Work it like a \_\_\_\_\_ !

### Develop New Habits

- Have \_\_\_\_\_ Goals
- Revisit \_\_\_\_\_ Often
- Who \_\_\_\_\_ you?
- Who do you \_\_\_\_\_ the \_\_\_\_\_ ?

Time to GET REAL...

.... REAL with your Clients

7. Drop the **enthusiasm**.

8. they don't **want** the **hard** pitch

9. Pressure is for the **car lot**

\_\_\_\_\_  
"Time flies like an arrow; fruit  
flies like a banana."  
— Anthony G. Oettinger  
\_\_\_\_\_

10. **Remebing** why you **got in to** Real Estate !

11. Understand their **challenges** and **values**

12. make it a two-way dialogue.

\_\_\_\_\_  
"What we dwell on is who we  
become." -Oprah Winfrey  
\_\_\_\_\_

Feelings (sometimes) Lie

If you feel, **it** say something.

**No** is Not always bad



### Practice Management

#### Manage your money

- Create a Budget.
- Track your Expenses and Income
- Learn how to Manage money.
- Invest in yourself.

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*Money is better than poverty,  
if only for financial reasons  
– Woody Allen*

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#### Manage your time

- Focus on \_\_\_\_ Activities
- Delegate what you should
- Make today's plan yesterday.
- Be the rainmaker.
- Work will expand to the time allowed.

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*The two most powerful  
warriors are patience and  
time. – Leo Tolstoy*

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- The best time manager is File 13



### Manage your Energy

Energy Drainers

Fear, Worry, Indecision, Personal

Condition

Personal, Condition.

Manage the Drama

You are who you meet .

BE:

- Surrounded with yourself you admire.
- Surrounded with people better than you.

You are what you eat.

Find Advocates for your Business.

### Manage your ambition

Energy Givers

Friends, Mental Input

Taking Care of Yourself

Alignment of Goals.

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*Half our life is spent trying to find something to do with the time we have rushed through life trying to save. Will Rogers*

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The Game | The Rules

Give them what they need

So they'll get what they want

Walk the line between negativity & caution.

The what?!

Having Confidence

Having a Plan

Having a Cause

The big WHY!

g) Everyone is in Sales.

h) Everyone works by commission.

i) Your clients are counting on you.

j) If they ask too much of you...

k) Own your business &...

l) ...Work it like a JOB!

Develop New Habits

- Have Written Goals
- Revisit \_\_\_\_\_ Often
- Who (Motivates, encourages,

Propels) you?

Who do you like the most?