



10 Steps to Greatness for Your Real Estate Career and Life

- 1. Plan:** Decide **what** you want in life, **why** you want it, and **who** you need to become to achieve it, and then become that person now. “If you want more... You need to become more.” “If you want things to change... You need to change.”
- 2. Appreciate:** Be thankful every day and make gratitude your daily goal. It is about the journey not the destination.
- 3. Create a Morning Routine:** Win the morning. Win the Day. The day will run you if you don’t run the day. Finish the day on paper before starting it.
- 4. Prioritize Health:** Make your health a priority to create energy in your life. This energy will help you accomplish everything you desire in life.
- 5. Learn to Fail:** Fail forward. A hammer forges steel but breaks glass. (What does not break you will make you stronger.) You will learn more from your failures than your successes.
- 6. Set Goals:** Sunday Hour of Power. Set goals in all areas of your life – not for the accomplishment of them but what they will make of you during the journey. Prioritize your goals, and then time block your day, week, year and your big three goals. Learn to say NO. Protect your time.
- 7. Build Your Team:** Prune your relationships in life and business. Pick your five in all areas of your life. “You will be the average of the five people you associate with in your life.”
- 8. Design Your Business Systems:** Plan your work and work your plan. Use simple daily disciplines to reach your goals and grow your business.
- 9. Choose Your Sources of Business:** Build multiple sources of business to drive clients into your **Sphere of Influence (SOI)**.
- 10. Work Your SOI:** Build your referral-based business and create clients for life.