

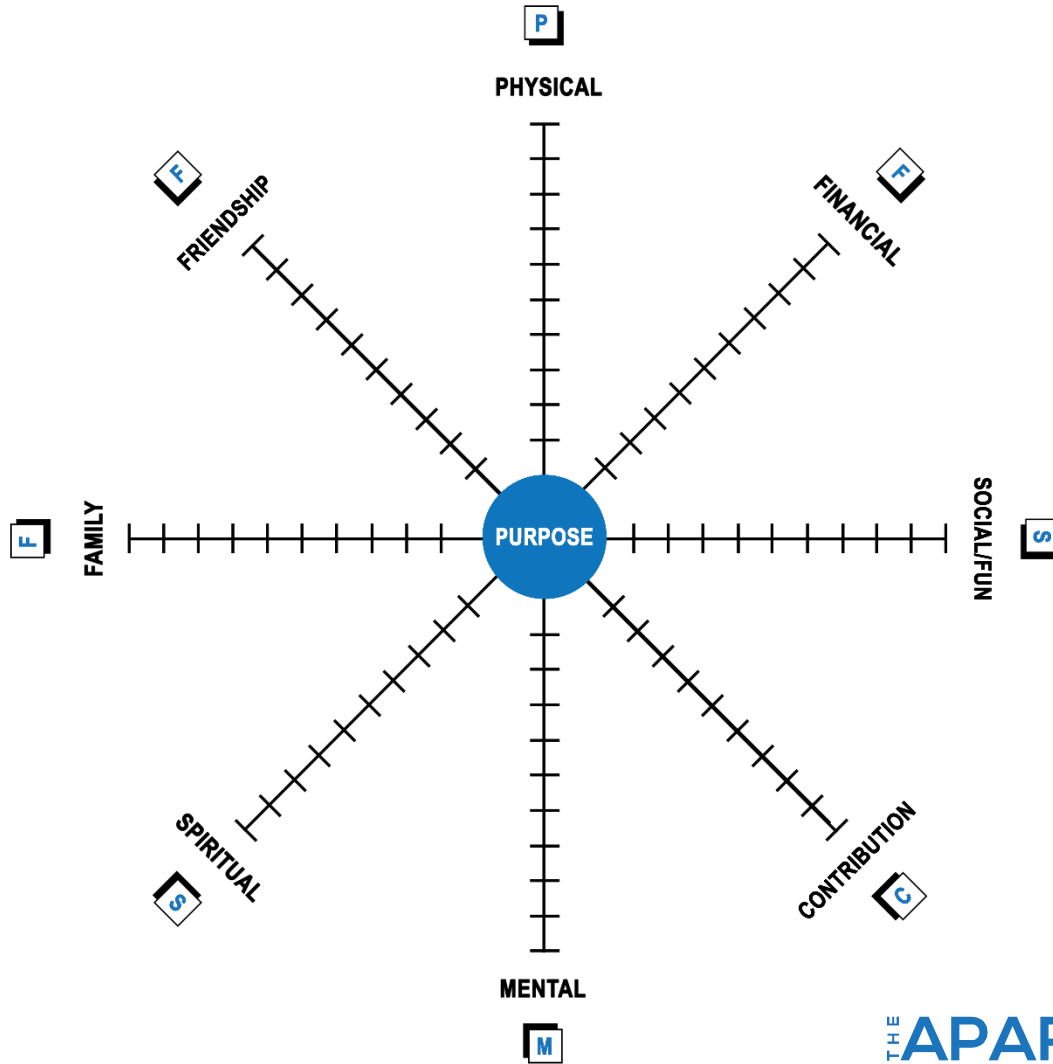
“A time comes when you need to stop waiting for the man you want to become, and start being that man”

70 year-old Executives Answered:

1. **I would have taken charge of my life and set my goals earlier.**
2. **I would have taken better care of my health.**
3. **I would have managed my money better.**
4. **I would have spent more time with my family.**
5. **I would have spent more time on personal development.**
6. **I would have had more fun.**
7. **I would have planned my career better.**
8. **I would have given more back.**



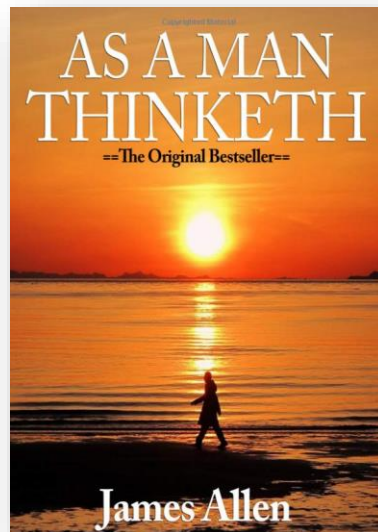
Wheel of Life



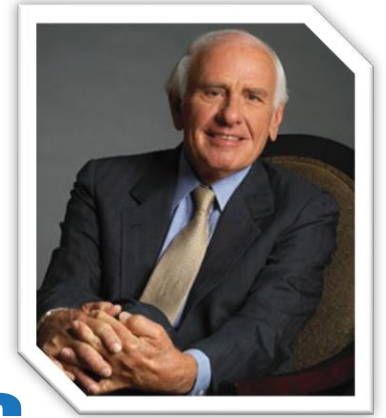
**“The first step towards getting
somewhere is to decide you are not
going to stay where you are”
- J.P. Morgan**

Why Am I Not More Successful?

“Men are anxious to improve their circumstances, but are unwilling to improve themselves; they therefore remain bound.”



**Success is the uncommon application
of common knowledge**



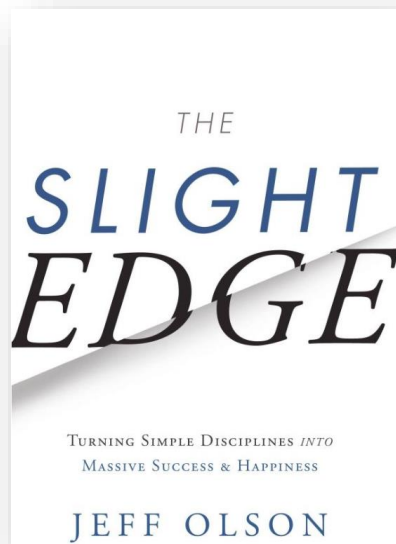
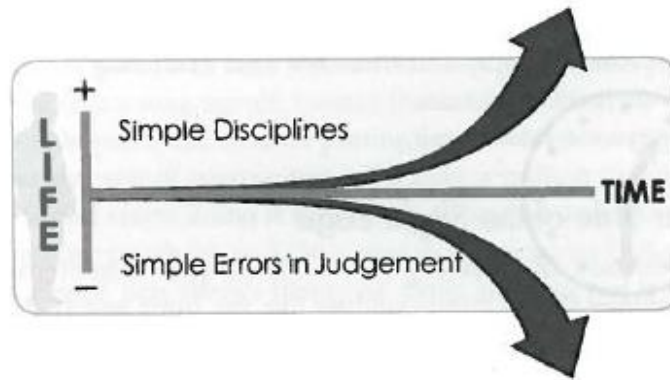
Success:

**Simple daily disciplines
repeated over time**

Failure:

**Simple errors in judgment
repeated over time**

People do not decide their future. They decide their **habits and their **habits** decide their future.**





MASTERING YOUR MONEY

31,350,000

LET'S FORECAST

2016 = \$ 1,350,000 Total = 31,350,000

2017 = \$ 1,750,000 30% Tax = 10,000,000

2018 = \$ 2,000,000 20% Biz = _____

2019 = \$ 2,750,000 % Home = _____

2020 = \$ 2,250,000 % Save/Invest _____

2021 = \$ 3,000,000

2022 = \$ 3,250,000

2023 = \$ 3,500,000

2024 = \$ 3,750,000

2025 = \$ 4,000,000

2026 = \$ 4,250,000

FEARLESS
CRUSH THE FEAR OF GROWTH!

Building a Vision

- **If you had all the money , time, resources, and connections you needed, what do you really want?**
- **What is it that you want to Be, Do, and Have most?**
- **Step 5 years into the future and clearly define what you have become, what you have, and whose lives you have changed**
- **Honestly deal with what frustrates you most**

Goals

- **What 10 Goals do I want to accomplish over the next 12 months?**
- **What are my life goals in regards to family, income, health, and net worth?**
- **Set a deadline, make a plan, and work your plan everyday**

Desire

- **We get what we must have**
- **Our outer world is a reflection of our inner world**
- **You must know what you want and then commit to pay any price necessary to achieve your goal**
- **Commitment – to cut off from any other option**
- **The more compelling reasons you have to achieve your goal the more likely you are to achieve it**

To achieve a goal you have never achieved before, you must start doing things you have never done before.

New Routine

- **Write down Top 10 Goals Day & Night.**
- **Never refer back to a prior list (True priorities begin to reveal themselves to you)**
- **Sunday: Identify your Top 10 Goals for the week that will contribute to your Top 10 Life Goals**
- **Daily: Identify 6 tasks to complete and put in order of importance**

Do not trade what you want **most
for what you want **now****

**Must choose between pain of
discipline or pain of regret**

**Expansion of Time =
Quality of Allocation + Effectiveness**

Run Your Day By The Clock, And Your Life With A Vision

8 AM – 9 AM	
9 AM – 10 AM	
10 AM – 11 AM	
11 AM – 12 PM	
12 PM – 1 PM	
1 PM – 2 PM	
2 PM – 3 PM	
3 PM – 4 PM	
4 PM – 5 PM	
5 PM – 6 PM	
6 PM – 7 PM	
7 PM – 8 PM	

The day starts the night before

Income may be excused
Lack of activity is **inexcusable**

Practice Discipline In All Things

- **Do what you should do, when you should do it, whether you feel like it or not**
- **Do the things that will only lead to the realization of your goals**

**You can not change your destination
overnight but you can **change direction****

Destiny is shaped in
moments of **DECISION.**

Success – **Something you attract by the
Person you Become**

**What you do in the 1st quarter sets the
tone for the rest of the year**

Systems
permit ordinary people
to achieve
extraordinary results

Is my business run by automation & systems or by memory + emotion

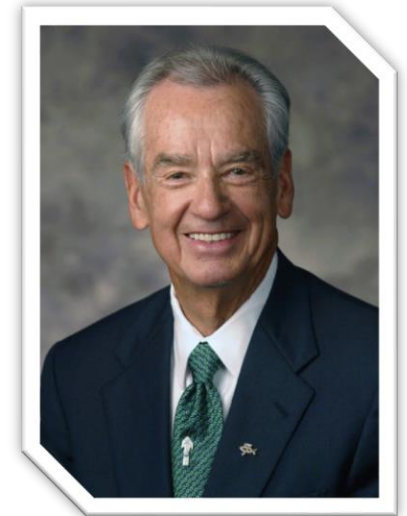


Delegate

- **Anything that is not income producing**
- **Anything that does not equal face time with a client**

Do not delude yourself with Busy Work!

**You will get all you want in life
if you help enough other people
get what they want.**



**Financial Success is in direct
proportion to **Your Value**
to the market place.**

Market Dominance determined by how
much time you spend
in the marketplace
(Time Spent with Prospects)

Play To Win vs Play Not to Lose

Play Not to Lose

- **Necessity Thinking**
- **Ramps up Activity when falling behind**
- **Evaluates daily tasks as Stressful**
- **Justifies and Accepts Failure**
- **Is Not Consistent**

Play To Win vs Play Not to Lose

Play to Win

- **Possibility Thinking**
- **Evaluates daily tasks as a means to achieve Income Goal**
- **Exceeds Expectations - How Many Burgers on the Grill?**
- **Consistently Makes Contacts, Schedules First Meetings, Follows Daily Schedule**

Necessity Thinking

- Is **Guessing** Not executing
- Leads to personal **Insecurity**
- Leads to **Financial Unrest**
- Creates a compound effect of:
lack of results, leads, deals

Possibility Thinking

- **Certain about what you have to do in the moment**
- **Execute that task at a level 10**
- **Consistency leads to Positive Expectancy**
- **Positive Results compound over time =
More Leads, More Listings, and BIG \$\$\$**

Prospecting

- **#1 Priority**
- **Scheduled & Executed**
- **Eliminate the fear of rejection and you will make a fortune**
- **Know YOUR Ratios**



Power Hour



Planning, Preparation, Practice, Performance

Take Pride in Pursuing Personal Greatness

Planning

- **What are your key objectives? (checklist)**
- **What is the most valuable use of your time right now?**
- **Who's Got my Money?**

Preparation

- **Mental (reading, reflecting)**
- **Enthusiam/Energy (Morning Routine)**
- **Work on Your Key Skill**
- **Brainstorm on You Main Obstacle**

Practice

- **Work on Salesmanship (Scripts)**
- **Fundamentals (Body Language, Tone, Questions)**
- ***Little Things make the Big Things Happen***

Performance

- **Action must follow Passion**
- **Your best Effort (Winning is a by product)**
- **Attention is Currency**
- ***Not how many hours you put in, it is what you put in the hours***

Make every day your masterpiece

Break Necks and Cash Checks!