



LOVING CHANGE

How to Know “all is well” in Real Estate at all
times!

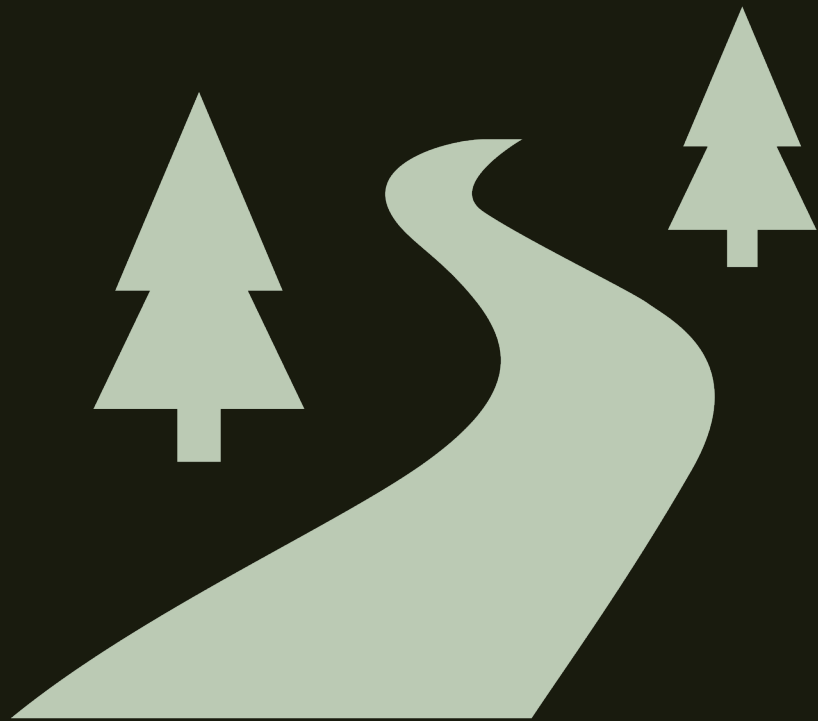
How do you react when things change :

- On a neighborhood scale?
- On a Statewide scale?
- On a National scale?
- On a individual scale?

HERE'S SOME IDEAS ON
HOW TO HANDLE CHANGES

Don't Ignore Change and Expect a return to normal

- Real estate cycles are 4 to 12 years long
- Buyers Markets and Sellers Markets require different skill tactics.
- The ability to *change fast* is the single best asset for any person or organization. (*Small means you can change FASTER when you need to change – and Real Estate changes*)



**DON'T TRY TO BRING BACK
THE PAST**

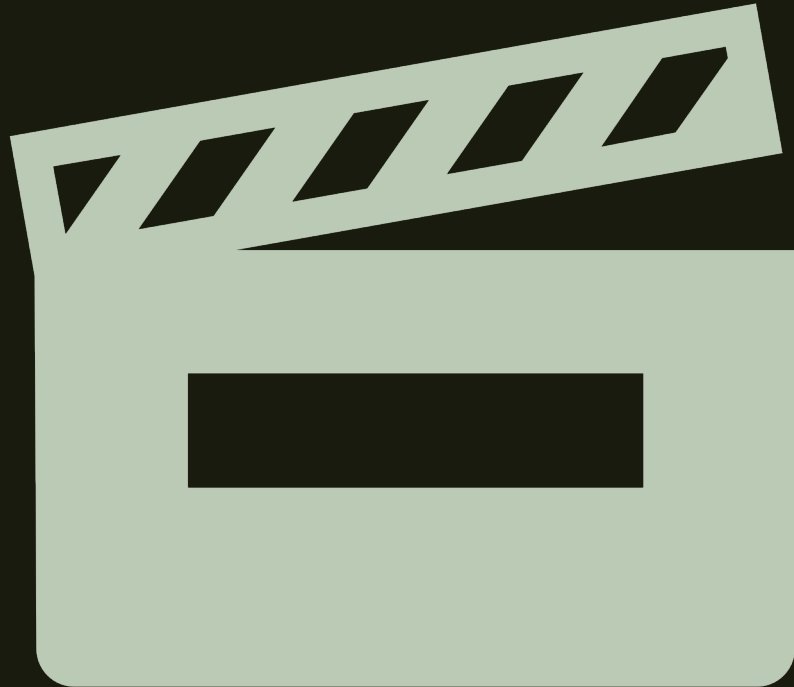
We don't have the power as individual agents to affect the market, supply and demand, interest rates, etc.
When you are with clients be aware of them talking about the past it's a monkey mind symptom



DON'T COMPLAIN ABOUT IT BEING UNFAIR!

MONKEY MIND TIME WASTER

Ask your Coach for ideas on how to handle the changes instead



DON'T REFUSE TO ADAPT

WE'RE WORKING WITH MORE
BUYERS THAN EVER
THERE ARE FEWER OPPORTUNITIES
FOR EXPIREDS AND FSBOS

But our clients are having their best years ever because they adapt!

BE PREPARED FOR CHANGE

WATCH THE DOM, MRI.
AND SP/LP RATIOS



Work with YCM to develop a plan (which will always include working your smallest viable audience)



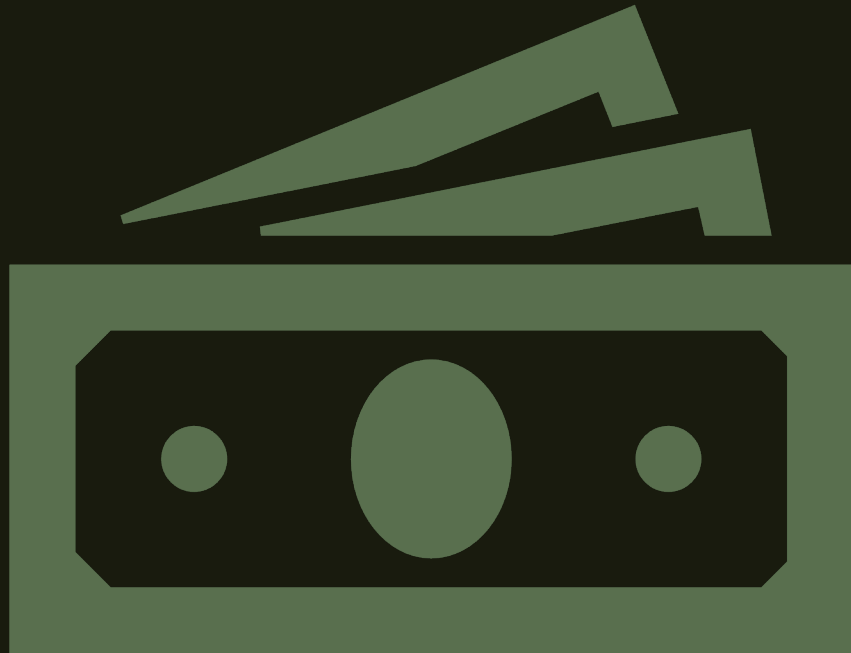
LET GO OF THE PAST

MOVE FORWARD QUICKLY
DO THE DAILY THINGS NEEDED IN
THE CURRENT PHYSICAL REALM

BE OPEN-MINDED

TRY NEW THINGS. CONNECT
WITH OTHER YCM MEMBERS
AND LEARN FORM THEM





IMAGINE SUCCESS

PRACTICE "I CAN SAY THIS WHEN THEY SAY THIS" FOR EXAMPLE: ISN'T THE MARKET GOING TO CRASH?

What can you gain, do not focus on what was lost. REO business

HANDLE YOUR MONKEY MIND

WE HAVE LOTS OF TOOLS



LEARN TO ENJOY CHANGE

New experiences, discoveries, and achievements are rewarding, usually more so than continuing to do the same things. The key is your perspective





BE PREPARED FOR CONTINUOUS CHANGE

ITS HAPPENING ALWAYS. IT ISN'T A
SURPRISE IF YOU PAY ATTENTION.

The one constant – relationships.