



# GROWTH

*We're either green and growing or ripe and rotting*



# GROWTH

*Small Sweet Steps and Doing it Consistently*

# Success is Doing What You Said You Would Do:

- Consistently and with
- Clarity
- Focus
- Ease
- And Grace

# I FANTASIZE ABOUT

Closing 50 deals in one week and being done!

\$400,000 man that would be great

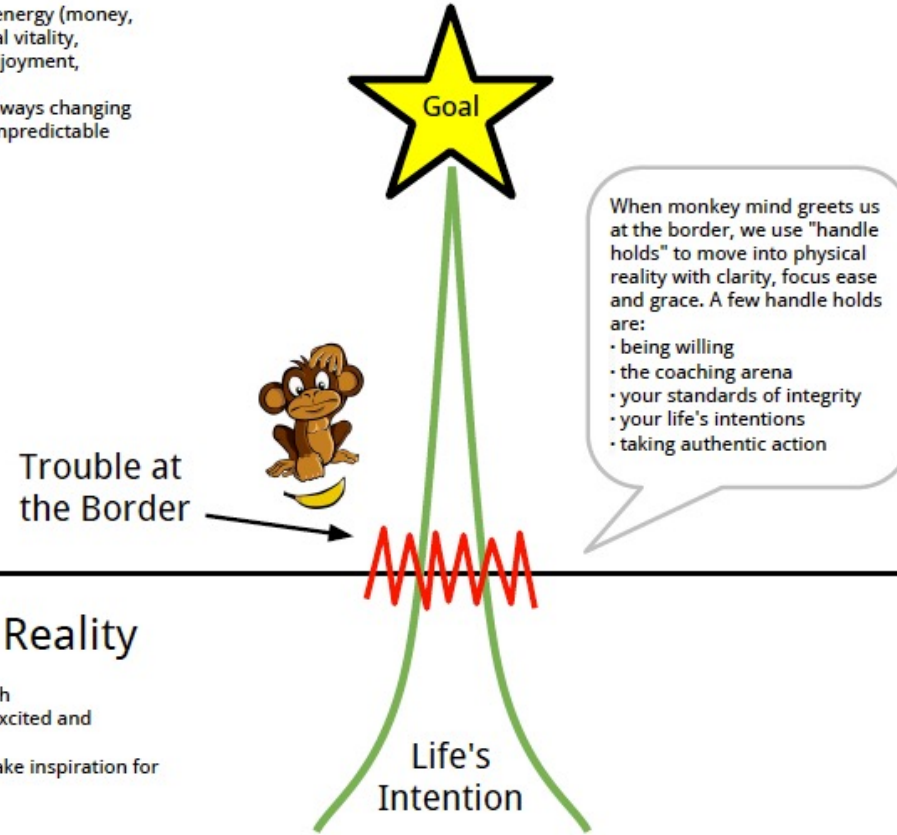
# But then realize the WORK!

- 10 Closings a day 20 hours a day
- 50 Walk throughs 10 hours a day
- 50 Lenders to deal with 5 Hours a day
- 50 Inspections – 10 hours a day
- 50 sets of keys 5 hours a day
- All the other stuff 20 hours a day
  
- I don't think I could do it without a lots of change! I can dream it but I can't do it
- I'd have to hire 2 to 3 assistants and a buyers agent who would work with me for two to 6 weeks and then stop .....

# The Playing Field

## Physical Reality

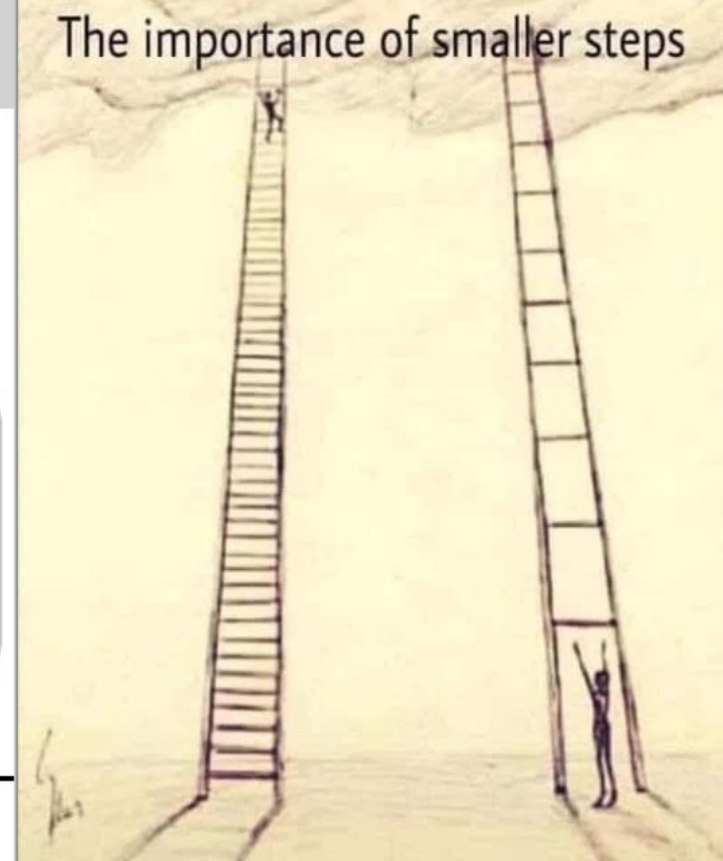
- Things take energy (money, time, physical vitality, creativity, enjoyment, relationship)
- Things are always changing
- Things are unpredictable

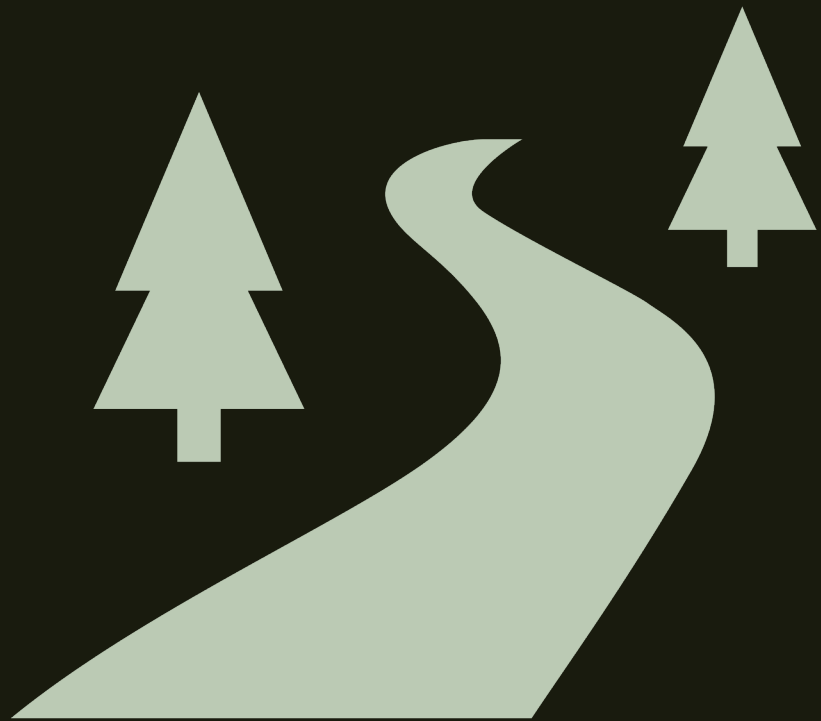


## Visionary Reality

- Energy is high
- Easy to get excited and inspired
- Easy to mistake inspiration for action

## The importance of smaller steps





**BUT SUCCESS ISN'T A  
NUMBER**

It's a process. Our lives are not sprints. They are marathons! The goal is to enjoy the journey

**BIG GOALS DON'T GET DONE  
WITHOUT CLARITY FOCUS EASE  
& GRACE**

**BIG GOALS DO GET  
ACCOMPLISHED WITH SMALL  
SWEET STEPS AND  
CONSISTENCY**







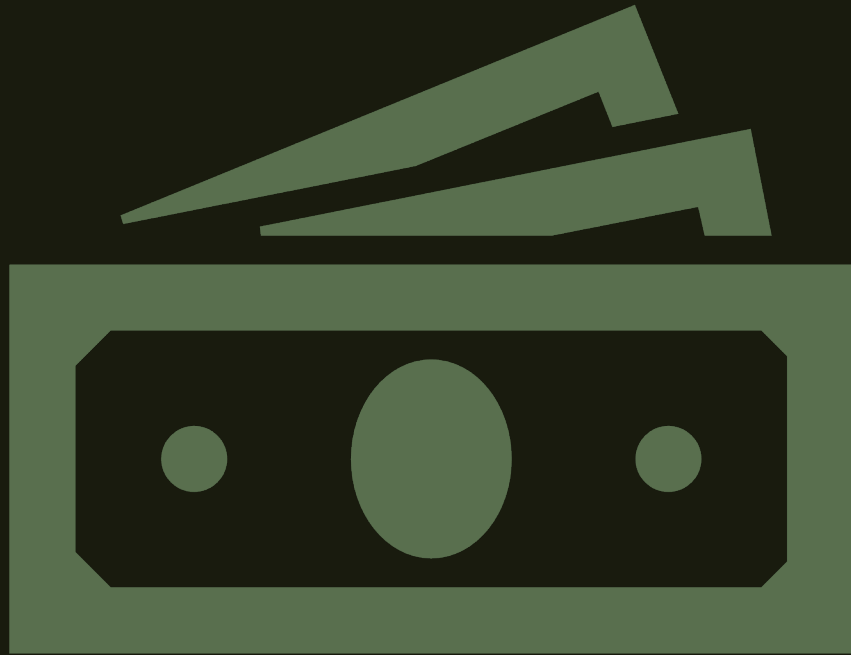
**FOR EXAMPLE:  
1 CLOSING A WEEK  
FOR 50 WEEKS IS  
DOABLE WITH EASE**

AND IT STILL  
ACCOMPLISHES  
THE GOAL OF 50  
DEALS A YEAR

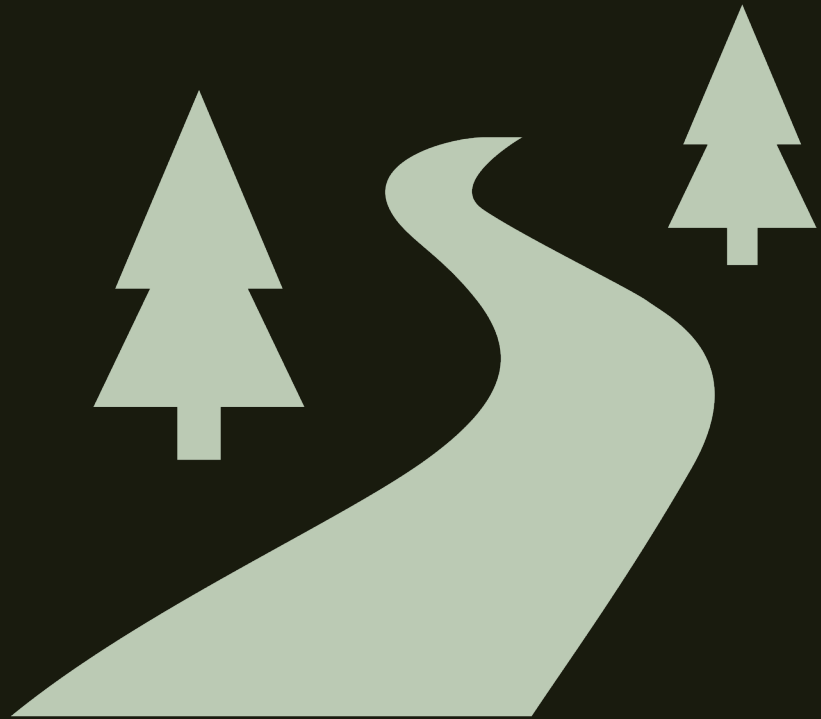




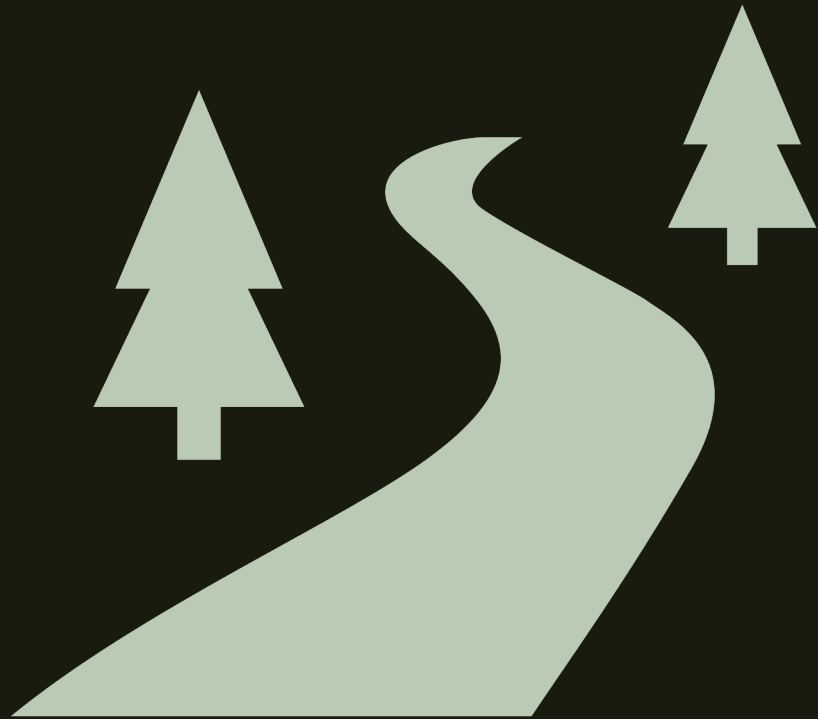
**SMALL HABITS  
CREATE BIG  
RESULTS**



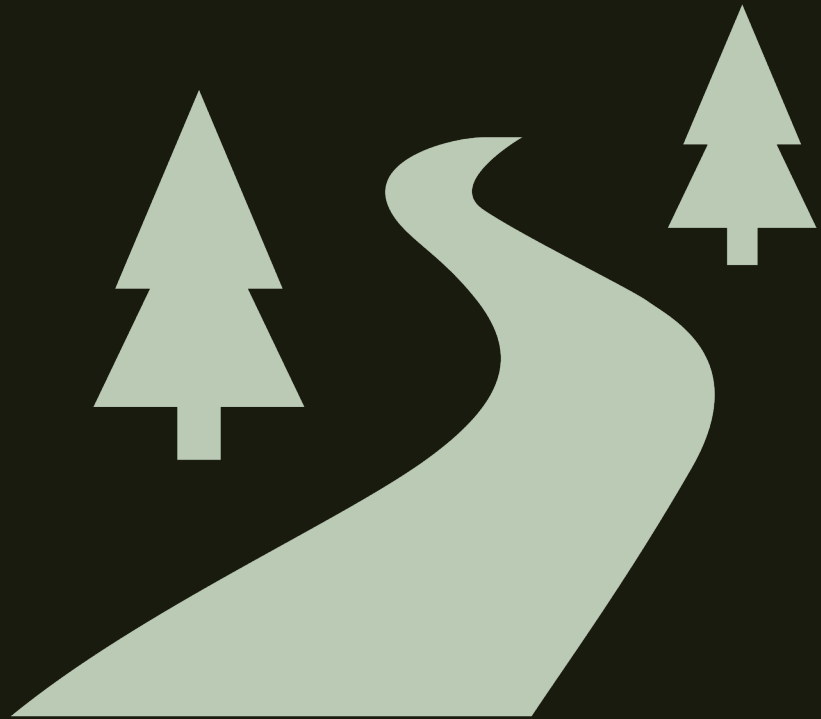
*3 Extra Contacts a day takes  
15 minutes & Equals about  
700 Contacts a year which  
equals about 100 leads and  
10 deals a year  
What Does 10 Deals equal in  
Commissions for you?*



**HABITS ARE HARD TO FORM –  
IT REQUIRES THE ENERGIES  
OF TIME, CREATIVITY, &  
ENJOYMENT**



**OFTEN THE WAY TO ACCOMPLISH  
A GOAL IS TO EASE INTO WITH  
WITH SMALL SWEET STEPS.  
RATHER THAN “I AM GONG TO  
LIST 5 FSBO’S NEXT MONTH” TRY  
“I’LL CONTACT 1 FSBO A DAY” –  
WHICH HAS LESS MONKEY MIND**



**WHO ELSE HAS A GOAL THEY  
ARE WILLING TO SHARE? LETS  
SMALL SWEET STEPS IT!**