



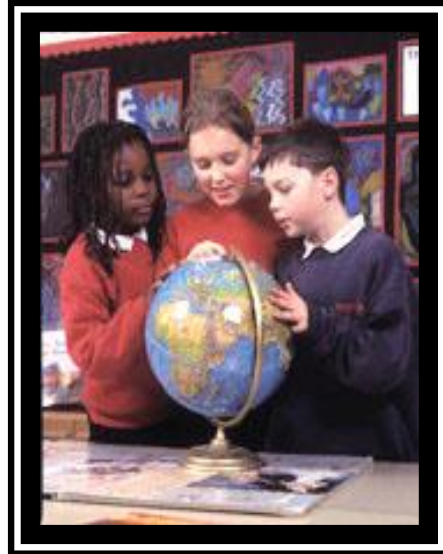
Coastal Pacific
REAL ESTATE

Quantum Leap

OUTLINE

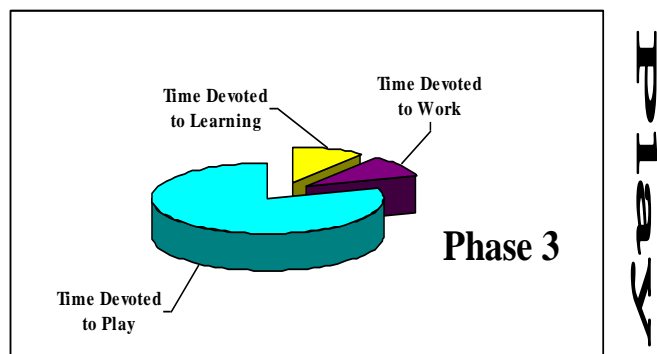
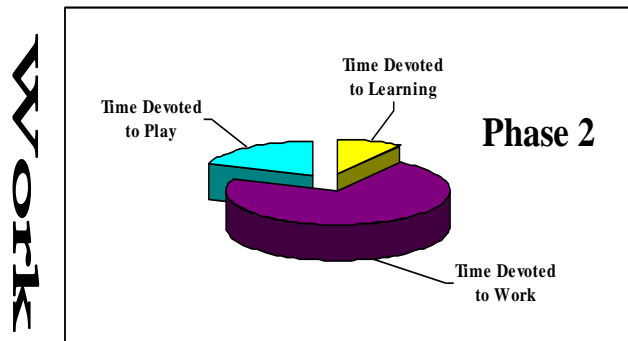
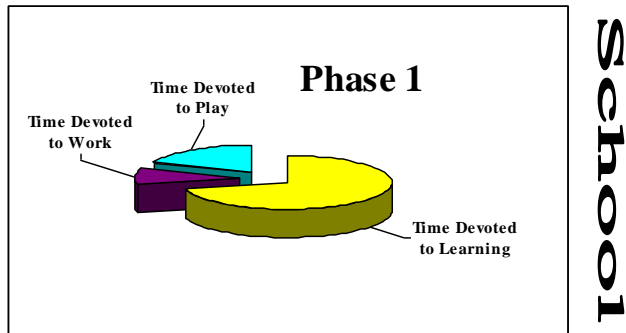
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TRADITIONAL LIFE THEORY



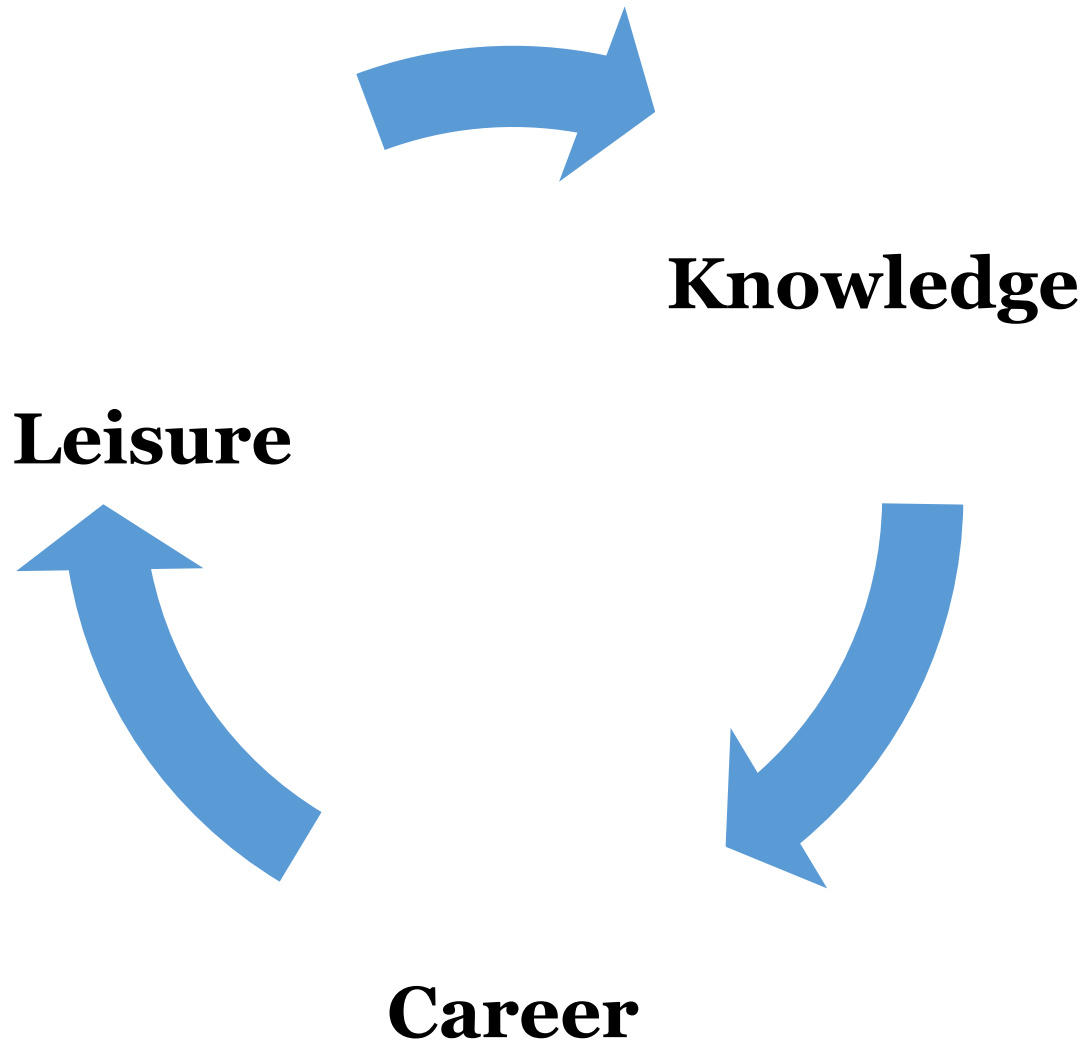
THE 3 PHASE APPROACH TO *LIFE**

*The box-like nature of these three phases of our lives is
further accentuated by what happens to us time wise...*



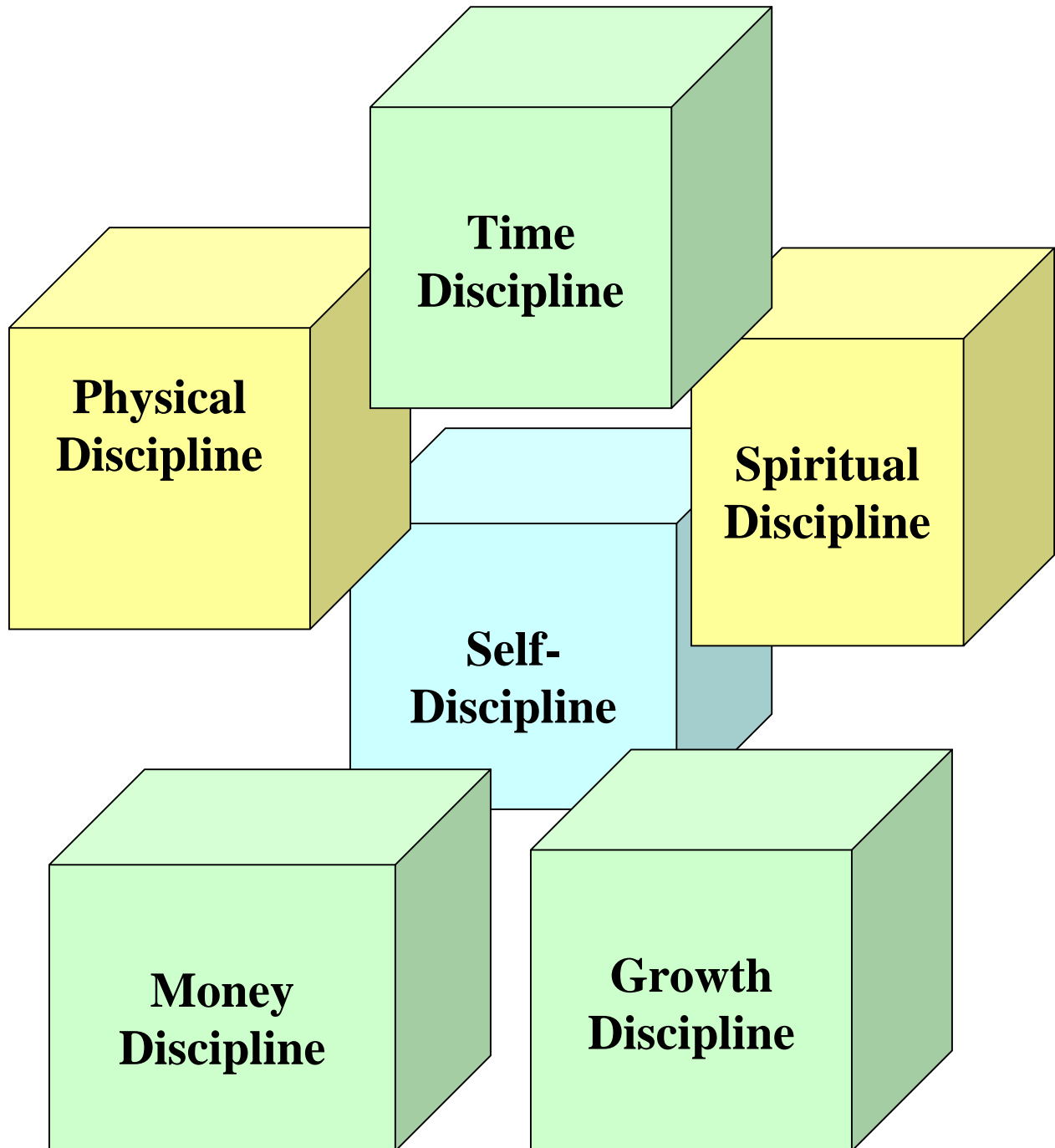
The “**POSTPONEMENT PRINCIPLE**” is at work here; sacrificing balance for some cultural experience expectation.

Creating your balanced *LIFE**

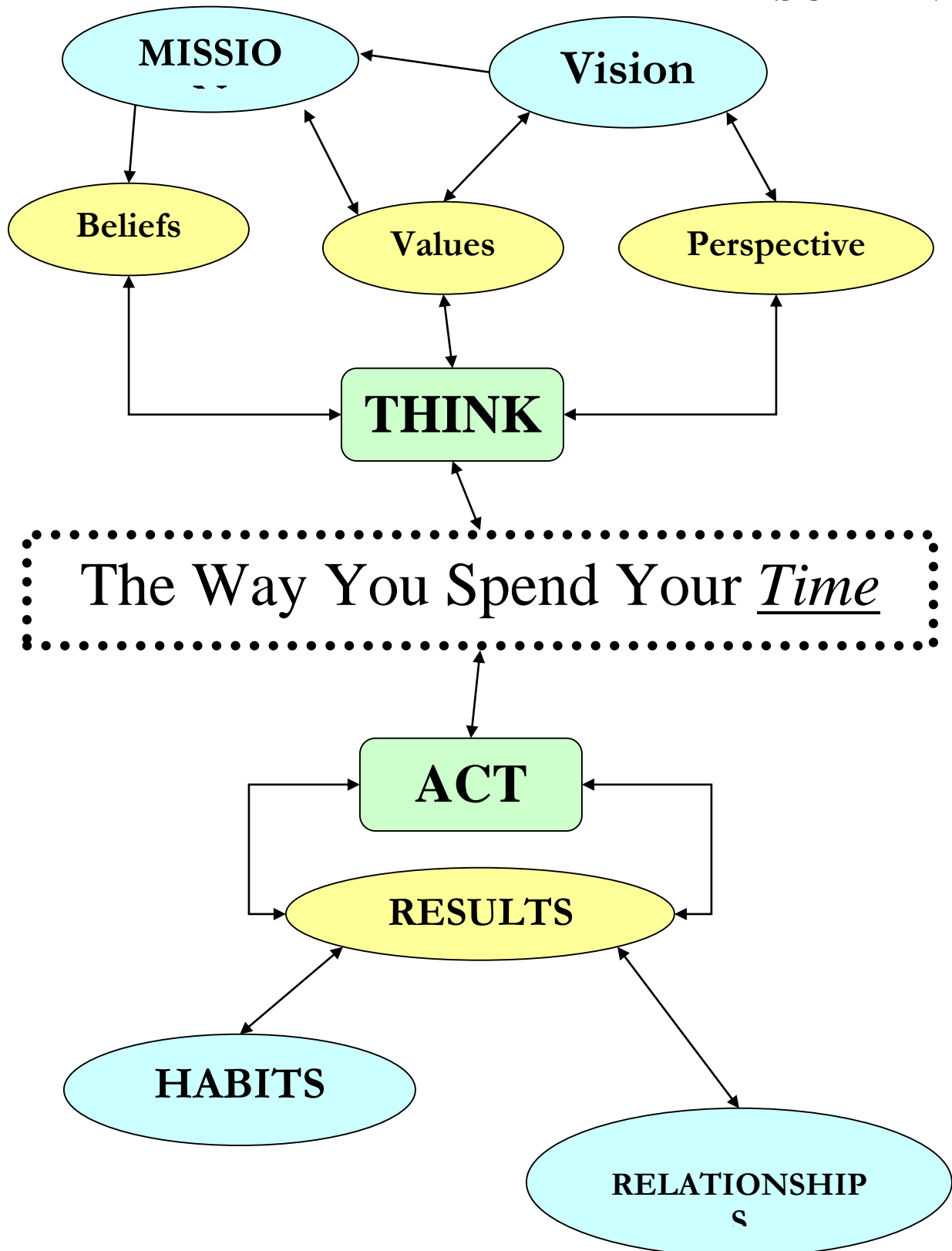


Knowledge, Career, and Leisure are essential parts of a **whole** life - in youth, middle age, and mature age - throughout your life.

***The 6 Disciplines of a Successful Life**



***THE INTERACTION OF A
SUCCESSFUL PERSON'S LIFE
DISCIPLINES**



Becoming a Learning-Based Individual

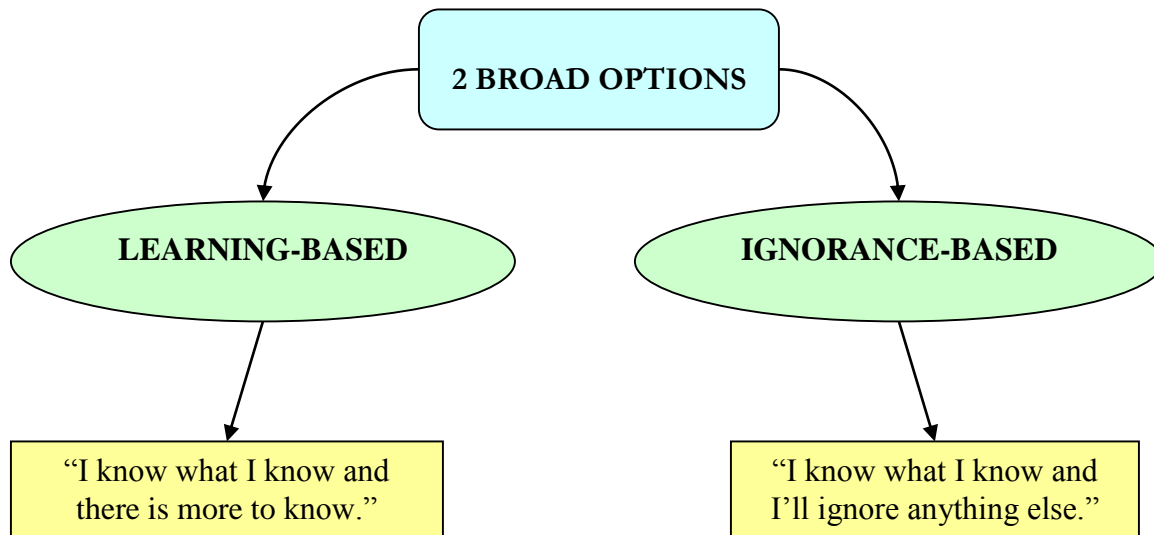
Question: Who is a learning-based individual?

Answer: An individual who has made the decision to use effective learning as the foundation piece for their action plan to develop their life.



Question: Why would you do this?

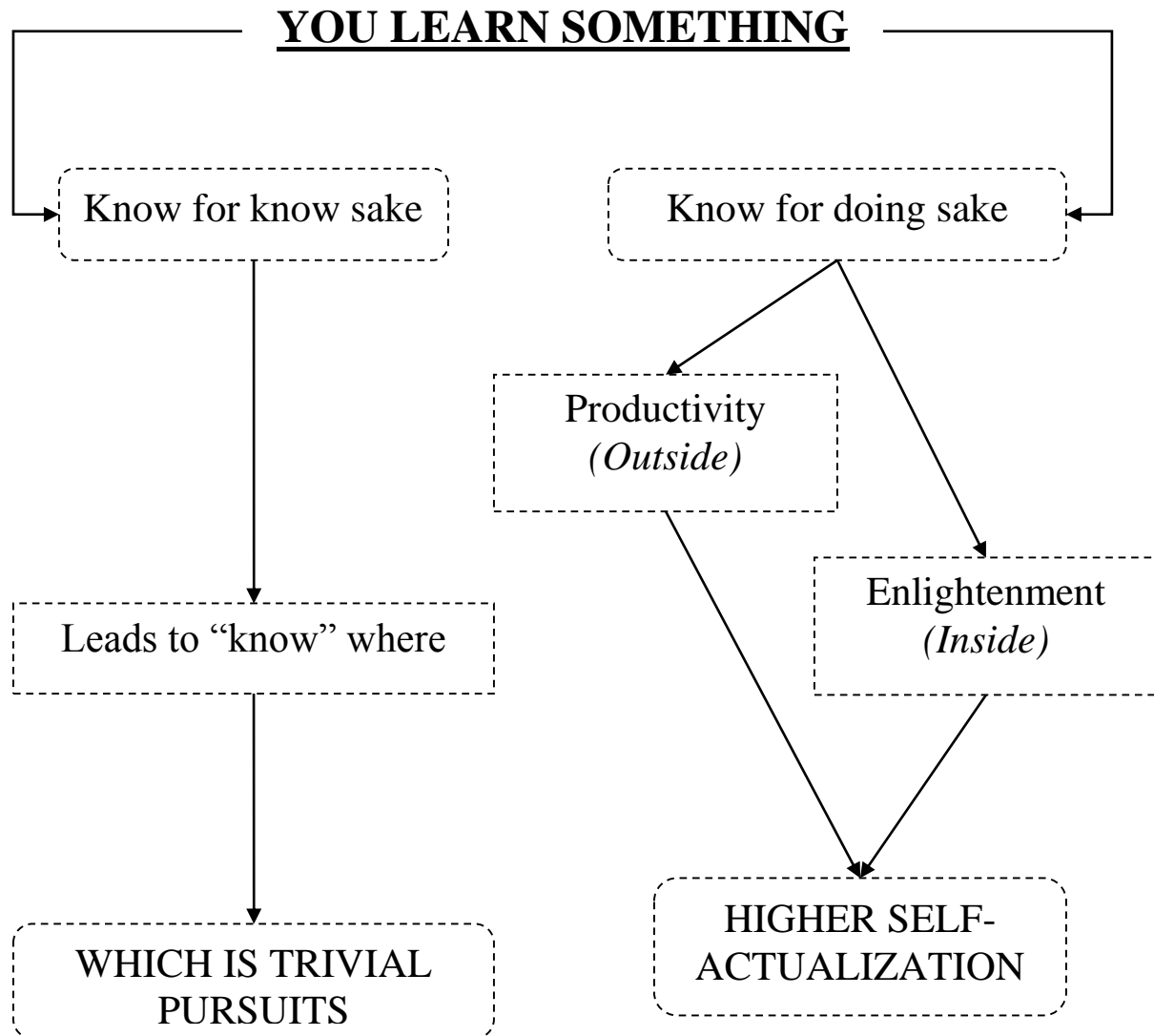
Answer: What are your options? If you're not learning-based, what are you?



LEARNING:

To gain knowledge or understanding of or skill in by study, instruction or experience. To come to know, to come to be able, and to acquire knowledge or skill.

****LOOK AT IT THIS WAY***



What about the learning becomes the “DO”?

BECOMING A LEARNING-BASED INDIVIDUAL

The 10 Methods of Learning

1. Read - “Read this and let’s talk.”
2. Lecture – “Let me explain.”
3. Discussion – “Let’s talk about this.”
4. Participatory – “Let’s talk and get others involved.”
5. Case Study – “Let’s see what others have done.”
6. Role Model – “Let me show you how to do it.”
7. Role Play – “You try it with me working with you.”
8. Structured Experience – “You do it while I’m with you.”
9. Personal Practice – “You go practice it.”
10. Self-Mastery – “Go do it and get good at it.”

Your Real Estate Conversations

I with clients:

I with other agents:

I with broker/manager:

I with coach:

Being Aware of your Thinking Process

How People Think

1. White —————> Facts, Figures, and Objective Information.
2. Red —————> Emotions and Feelings.
3. Black —————> Logical Negative Thoughts.
4. Yellow —————> Positive Constructive Thoughts.
5. Green —————> Creativity and New Ideas.
6. Blue —————> Control of the other Hats and Thinking Steps.



Which method of thinking do you prefer?

Being Aware of your Thinking Process

Negotiation Styles

As passionate professionals Susan Forster and Justin Chimento exemplify the collaborative management team concept. The ultimate beneficiary of our commitment is the client.

<u>Vision</u>	<u>Commitment</u>	<u>Accountability</u>
Competing (Forcing)	Collaborating (Problem Solving)	Compromising (Sharing)
Avoiding (Withdrawing)		Accommodating (Smoothing)

Competing – *High concern for self, low concern for others*

Pushing for what you want without regard for other persons wishes by using whatever power and influence needed to get your way.

Avoiding – *Low concern for self and others*

Postponing or never facing an issue with another by either withdrawing, or not addressing the situation.

Accommodating – *Low concern for self, high concern for others*

Giving to others without getting what you want. Motivated by selflessness.

Compromising – *Sharing, Medium concern for both*

Allows each person to get part (but not all) of what they want in an expedient manner that involves discussing the issue more directly than avoiding, but less thoroughly than collaborating.

Collaborating – *High concern for self, high concern for others*

An attempt to find an in-depth solution that is fully satisfying to both parties. It is characterized by being direct, mutual sharing, problem solving, creative thinking and accountability.

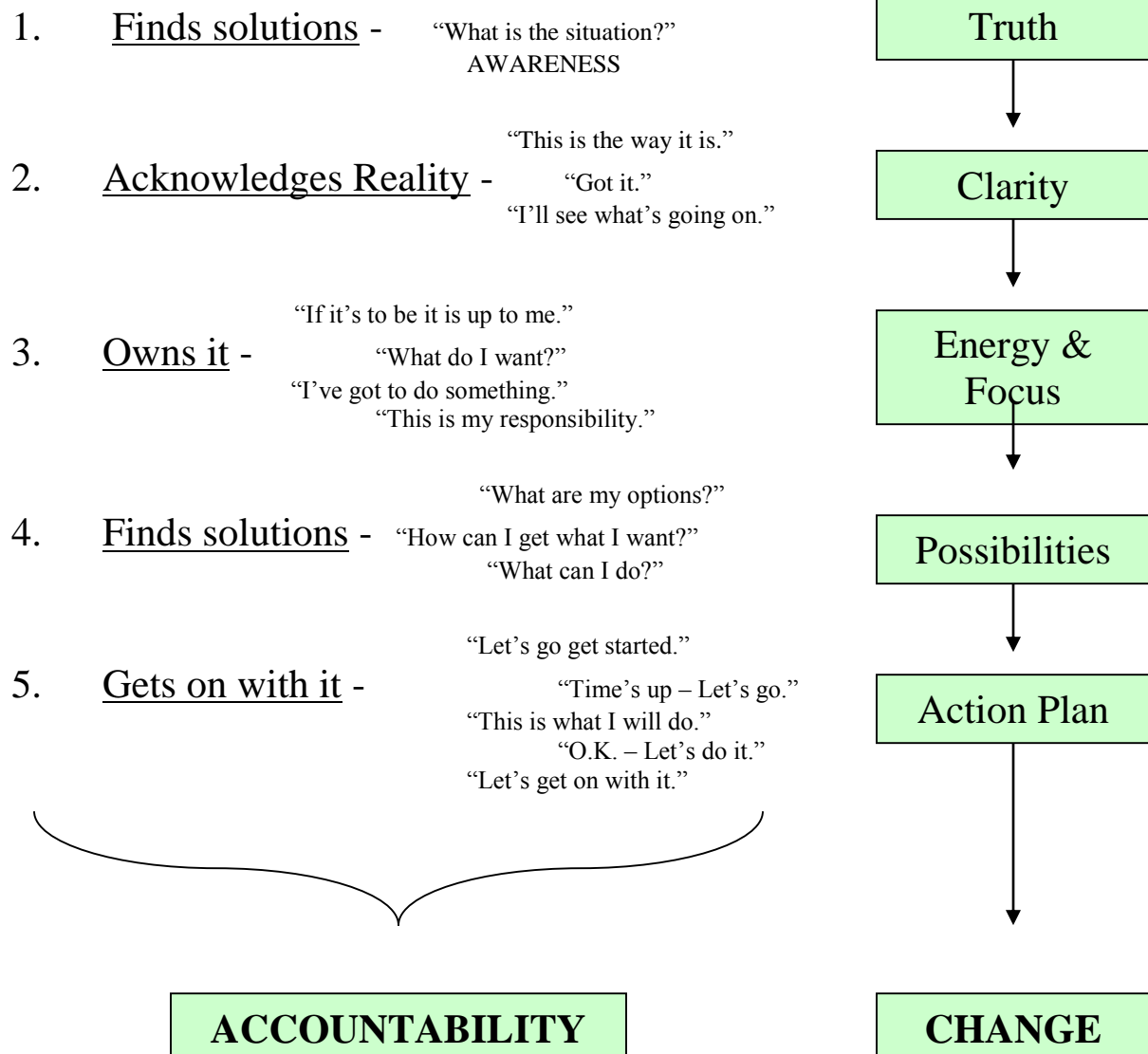
**Commit to a high concern for self and others.*

Becoming Accountable and NOT Being a Victim

Will you choose to be the *victim*? Or will you
choose to be *accountable*?

Life isn't about finding yourself. Life is about creating yourself.

The Accountable Individual...



***TRUTH**...If someone is on the “Victim” side of this equation, self-mastery and personal growth are almost impossible.*

The Victimized Individual...

1. **Don't seek reality** - “Asks no Questions.”

IGNORANCE

2. **Fights Reality** - “That's not the way it is.”
“That's not how I see it.”
“That's just your perception.”

3. **Blames** - “If everybody would do their job.”
“It's not my fault – it's yours.”
“The market is to blame.”
“The economy is to blame.”
“Why didn't you do something?”

4. **Personal Excuses** - “Nobody told me.”
“It's not my job.”
“I did my part.”
“I was never given a chance.”
“It doesn't work here.”
“I did what I was supposed to do - it didn't work.”
“I can't think of anything else to do.”

5. **Waits and Hopes** - “If it was meant to be, it will happen.”
“Let's just wait and see.”
“We've done all we can do – let's just wait and see.”
“Time will tell.”
“It's out of my hands.”
“The proof will be in the pudding.”

DENIAL

PROJECTION

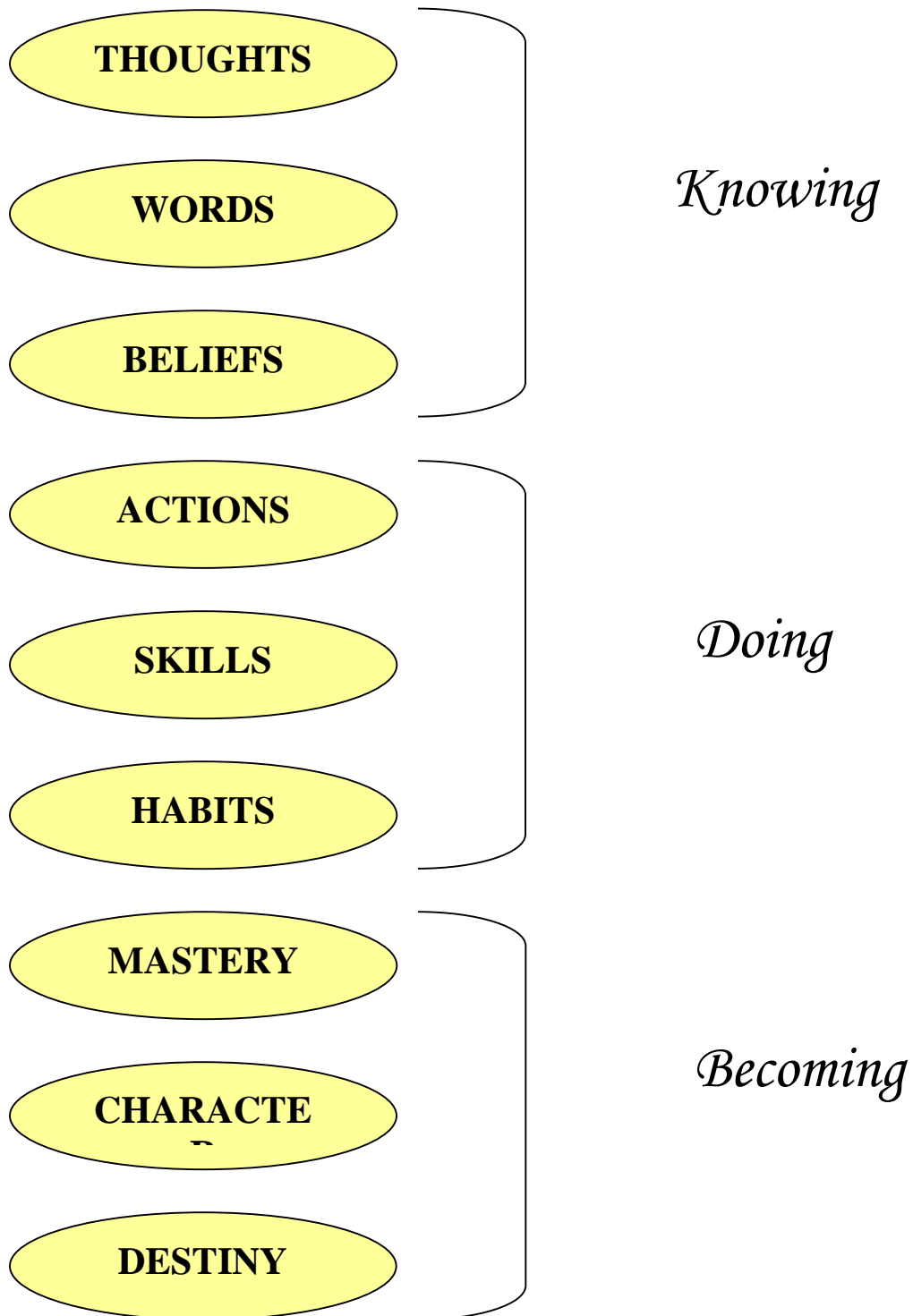
DEFLECTION

RESIGNATION

VICTIM

STATUS QUO

Life is a process, not an event



LIFE IS ABOUT BECOMING!!!

My Personal Vision

TRUTH: *It is not what a person does that determines whether their work or deeds are sacred; it is why they do it.*

1. When you look around your world, who has a life that you would most like to lead?

- _____

List what you like most about their life.

- _____
- _____
- _____
- _____

4. When you look around your world, who is doing the type of work you would most like to do?

- _____

List what you like most about that kind of work.

- _____
- _____
- _____
- _____

3. What do you enjoy the most and therefore would like more of in your:

Love relationships: _____

Work relationships: _____

Work activities: _____

4. What do you enjoy the least and therefore would like less of in your:

Love relationships: _____

Work relationships: _____

Work activities: _____

My Personal Vision

Cont'd

5. Describe your five key strengths:

Describe your five key weaknesses:

6. Describe in detail your ideal workday:

Describe in detail your ideal leisure day:

7. If money were not an issue in your life, what would you be doing?

8. If you were 100 times bolder and fearless, what one thing would you do in your:

- a. Primary love relationship?

- b. Family life?

- c. Work?

- d. Friendships?

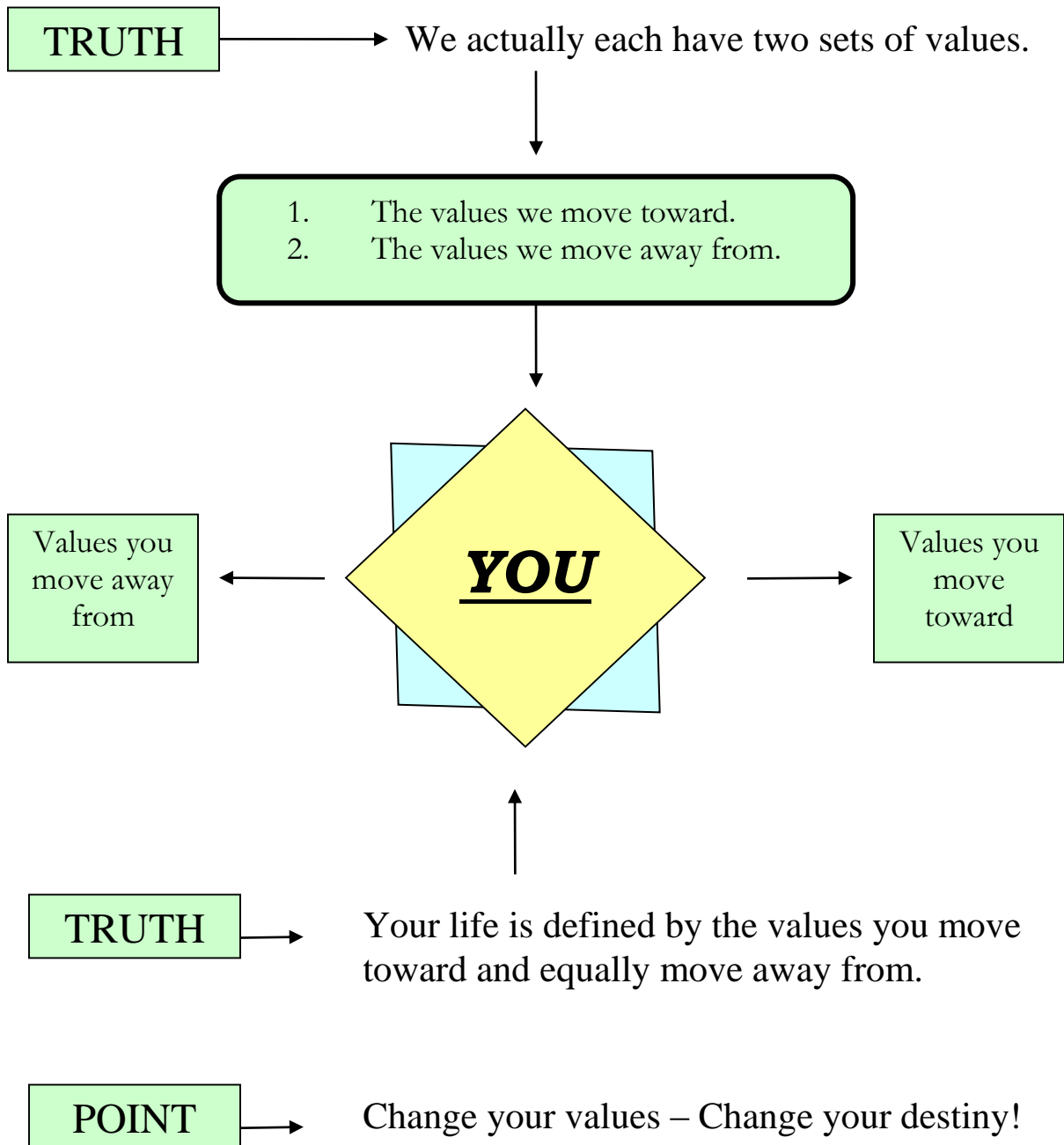
- e. Community?

9. You have now lived a very long time and a group of people have gathered together to thank you. What three things are they going to thank you for?

10. What is your greatest fear for the world?

What is your greatest hope for the world?

**Your Hierarchy of Values*



PLAN YOUR GOAL

Goal Setting is Easy

Anyone can set a goal! In fact, people set “tons” of goals for themselves every year. Goal setting is easy. The only things you need to remember about goals are “Keep Them Simple and Realistic.”

The Easy Part

Goals are the easy pat and by themselves pretty much worthless. Prove it to yourself by writing down 5 goals in 1 minute in these areas:

1. Area:
 Goal:
2. Area:
 Goal:
3. Area:
 Goal:
4. Area:
 Goal:
5. Area:
 Goal:

Now wasn't that simple? Pretty much worthless too. Why? Because maybe ten percent of your reasons for success will be your goal. Creating a plan is a little harder, but not much. Prove it to yourself by writing down a plan for one of your above goals in 1 minute:

<i>GOAL</i>	
--------------------	--

<i>PLAN</i>	Steps: 1. 2. 3. 4. 5.
--------------------	--

Now wasn't that easy too? Sure it was and planning accounts for another ten percent for why you succeed. So, let's see:

Goals = 10%

Plans = $\frac{10\%}{20\%}$

The Hard Part

What happens to the other 80%? It's the hard part. It's the reason people fail at things. They have a goal and a plan and even execute the plan and still cannot understand why they didn't succeed. Do you know the key? The hard part?

80% - Accountability. Holding a plan accountable for results, evaluating these results over short intervals, and continually modifying the plan until it works are the key. Believe it or not, most plans fail initially. It's the willingness to evaluate the plan's effectiveness and implement a modification that leads to success. 80% of your success will be determined by your willingness to hold your plan accountable for results.

Short Intervals

The successful way to evaluate a plan is in “short intervals.” Why? Look at the alternative – long intervals. Look at this one year example:

- Options -**
- 1. Never evaluate – 1 shot at success**
 - 2. Evaluate after six months – 2 shots at success**
 - 3. Evaluate quarterly – 4 shots at success**
 - 4. Evaluate monthly – 12 shots at success**
 - 5. Evaluate weekly – 52 shots at success**
 - 6. Evaluate daily – 365 shots at success**

So, which interval will it be? The proper interval you choose will most likely be determined by the task itself and should be an integral part of your plan. 80% of your success will come from this concept.

Sonar

Are you familiar with Sonar? Why is it so effective? Fast feedback allows for fast course corrections. What if it was slow?

Faster

Keep an eye on the clock. Faster is almost always better. Meet your objectives as early as possible. Don't be afraid to make mistakes, but be sure to fix them *faster* than you make them.

Be Persistent. Be Tenacious. Don't Give Up.

Until my #1 priority
is done, everything
else is a
DISTRACTION!

Another Way to Look at Goal Setting and Planning

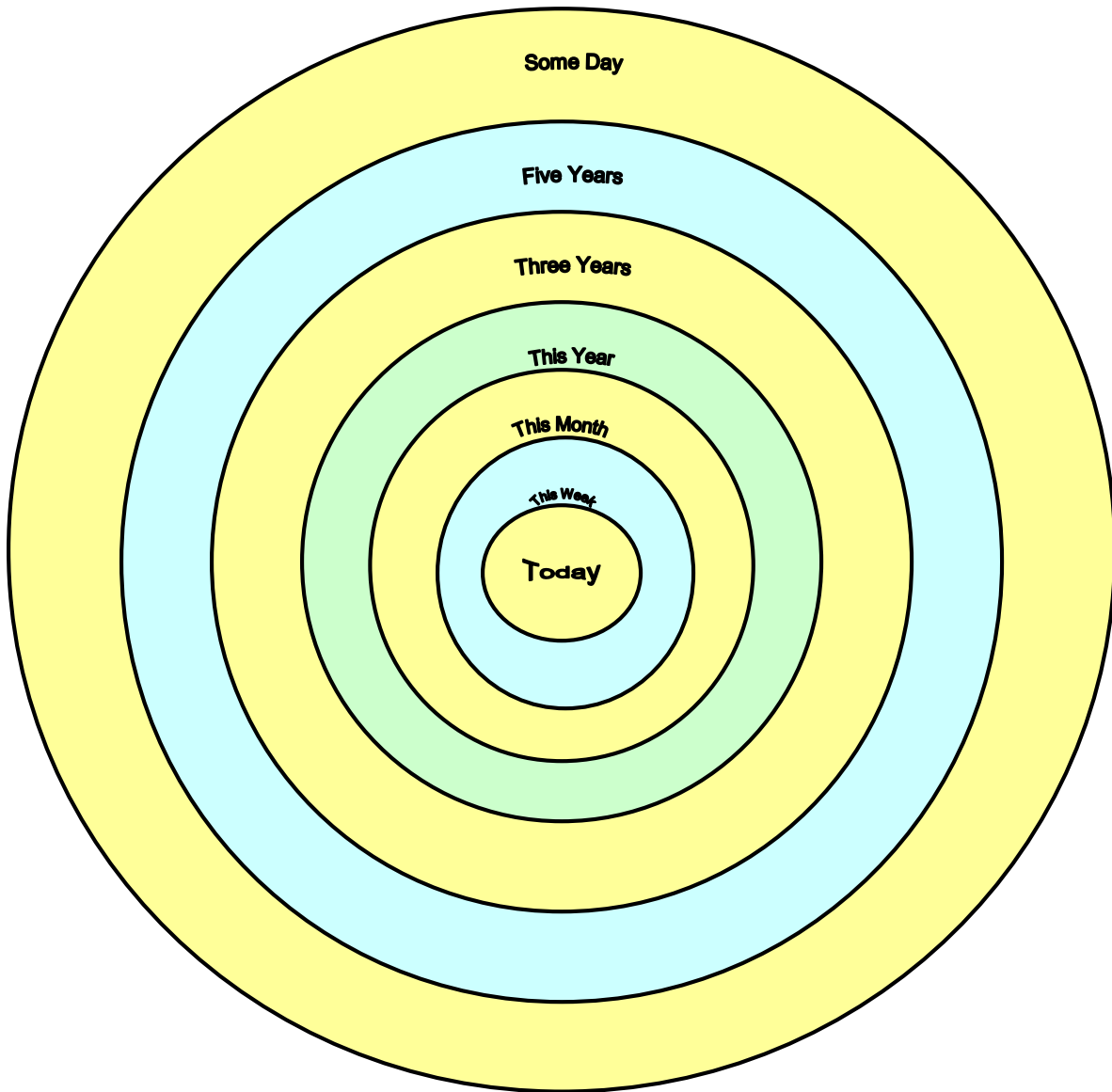
Here is another simple formula you can follow:

1. Create a goal.
2. Create a simple plan.
3. Have someone hold you accountable for the plan to be implemented.
4. Evaluate in short intervals.
5. Correct course.
6. Repeat steps 3, 4 and 5 until you reach the level of success you desire.

A LIFETIME WAY TO LOOK AT GOAL SETTING

Action Focus

Goals

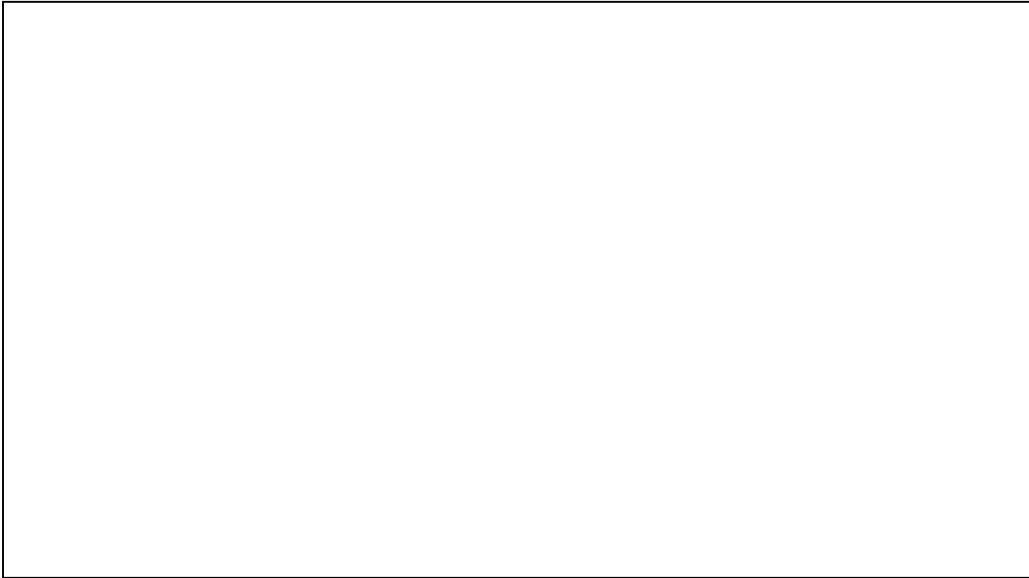


- This method of goal setting ties your future with your present.
- This method of goal setting aims you to be “appropriate in the moment.”

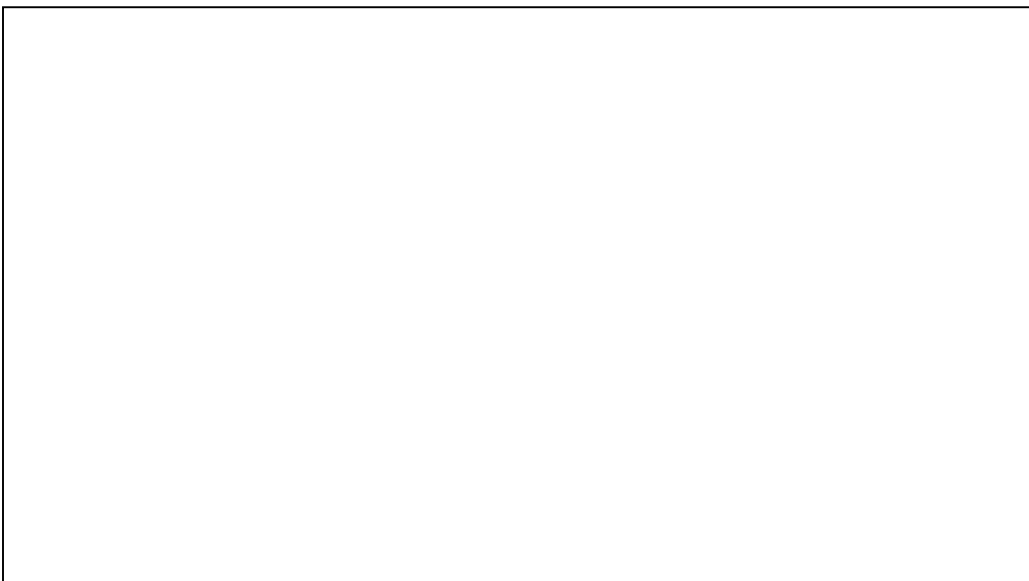
**My Action Focus Goals*

Establishing a time frame: Someday Goals (From your list of goals)

Personal Goals



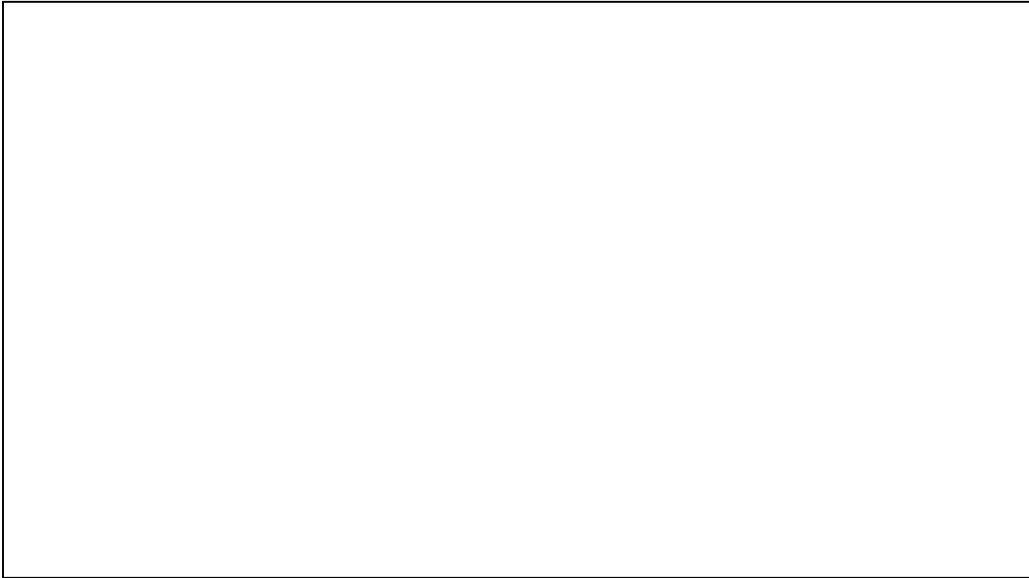
Business Goals



**My Action Focus Goals*

Establishing a time frame: 5 Year Goal (From your list of goals)

Personal Goals



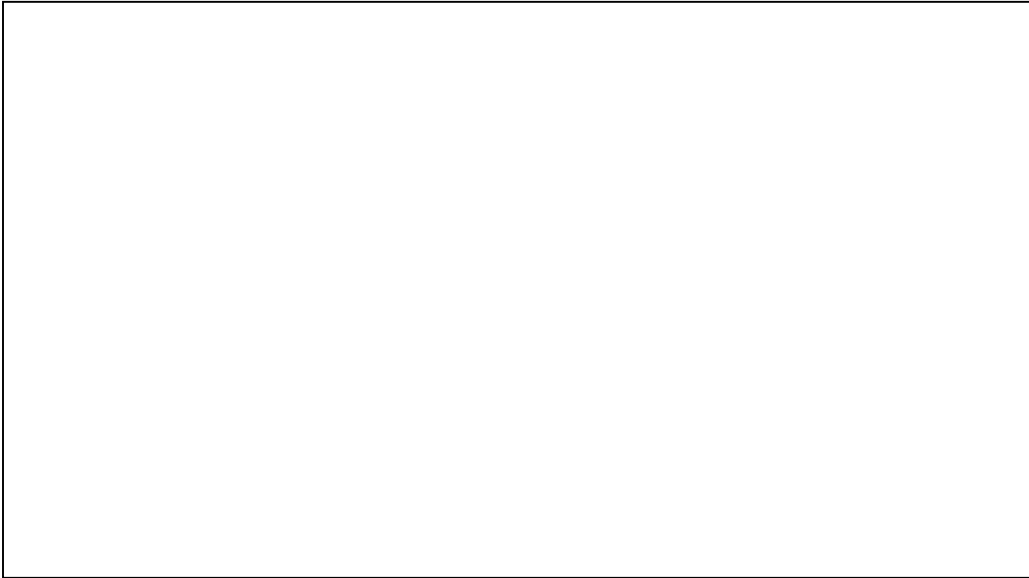
Business Goals



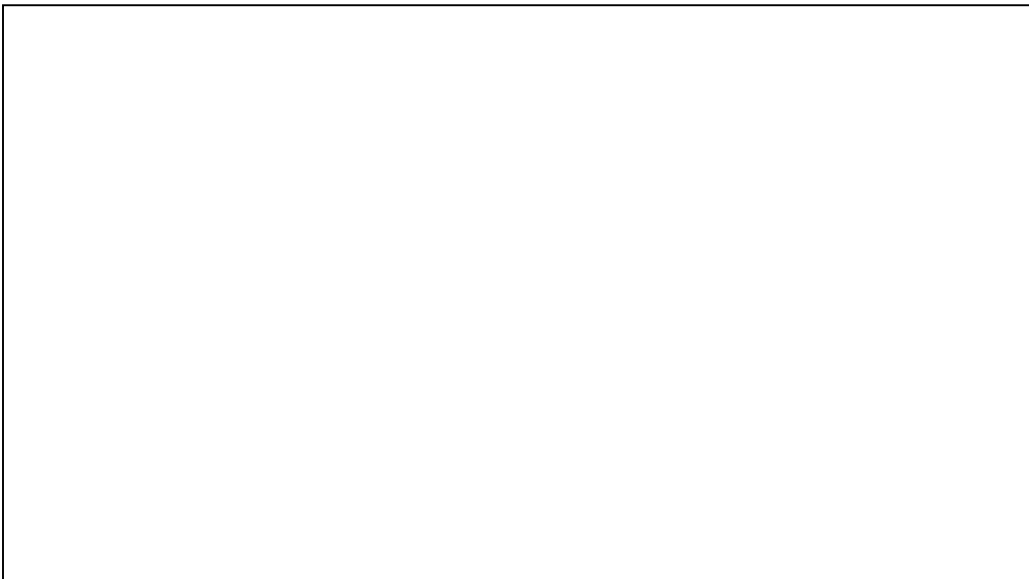
**My Action Focus Goals*

Establishing a time frame: Three Year Goal (From your list of goals)

Personal Goals



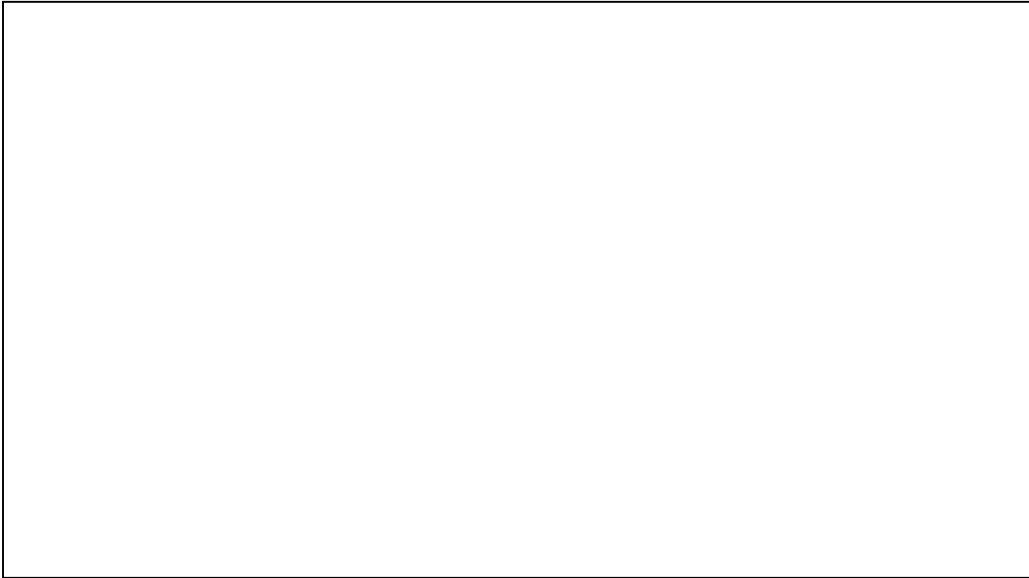
Business Goals



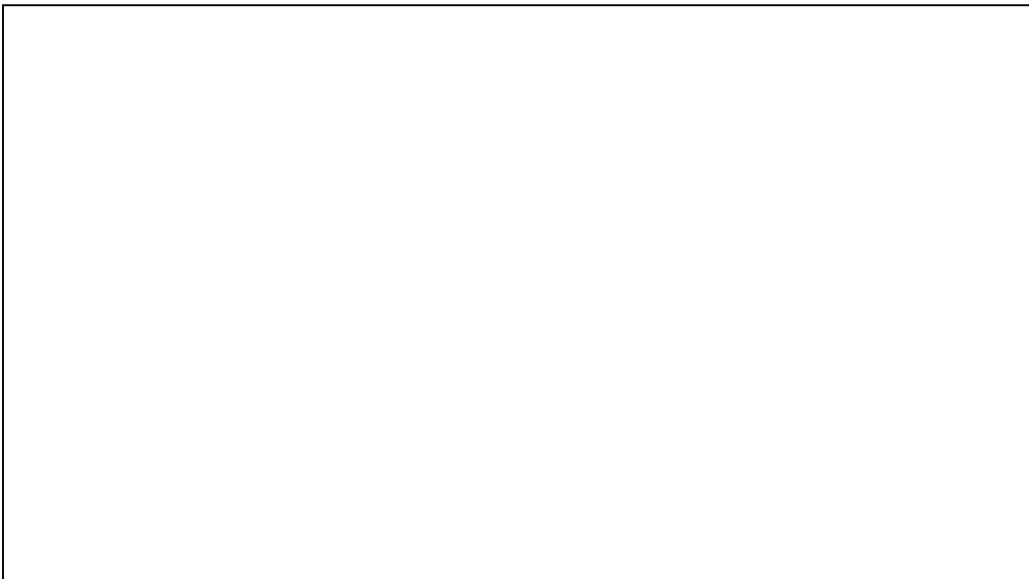
**My Action Focus Goals*

Establishing a time frame: This Year's Goals (From your list of goals)

Personal Goals



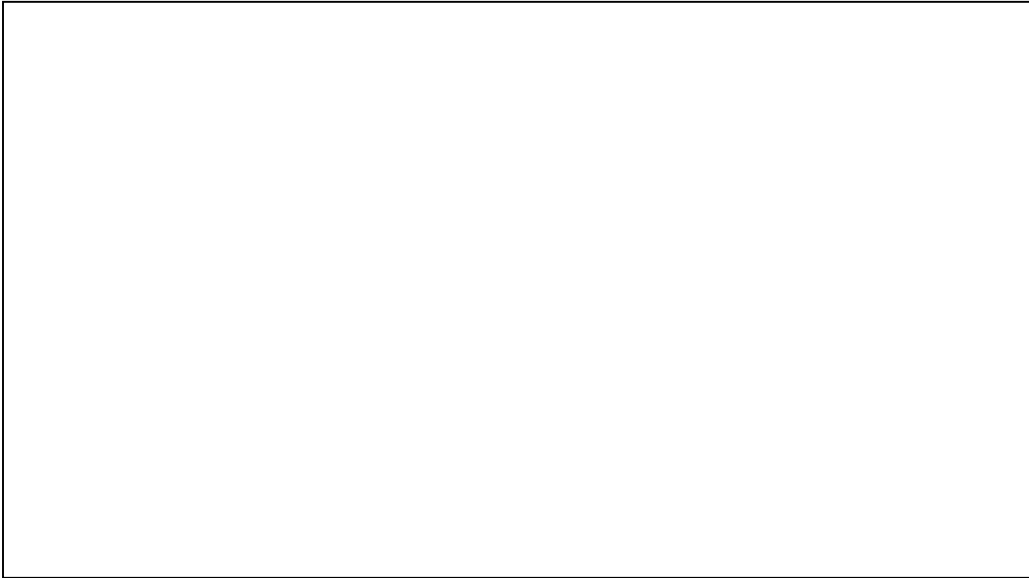
Business Goals



**My Action Focus Goals*

Establishing a time frame: This Week's Goals (From your list of goals)

Personal Goals



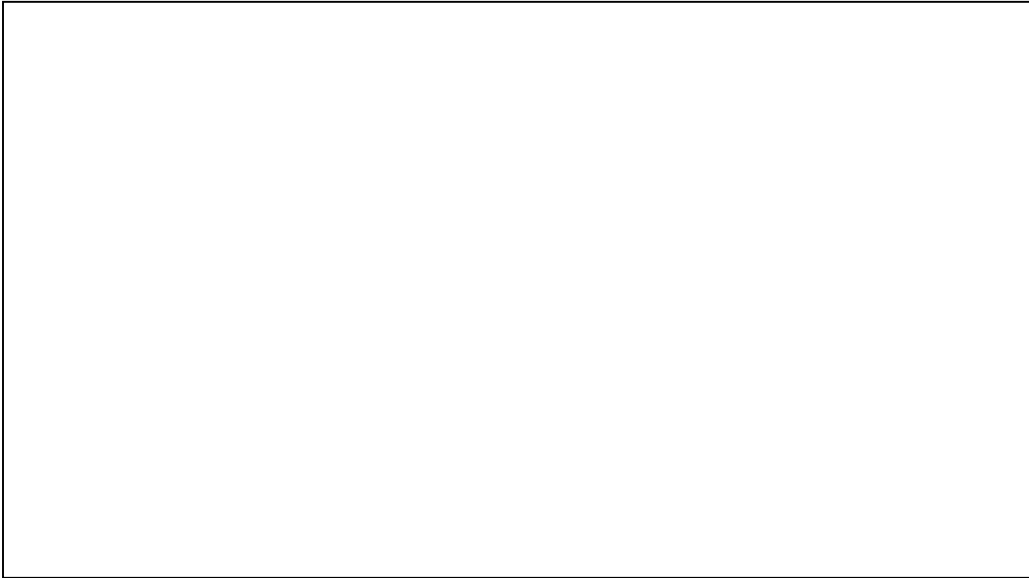
Business Goals



**My Action Focus Goals*

Establishing a time frame: Today's Goals (From your list of goals)

Personal Goals



Business Goals



**Prioritizing Your Schedule*

Where are you spending your time?

**URGENT
AND
IMPORTANT**

**IMPORTANT

NOT URGENT**

**URGENT

NOT
IMPORTANT**

**NOT
IMPORTANT

NOT
URGENT**

URGENT & IMPORTANT

Are you spending enough time on the things that are urgent & important to becoming your best and most successful self?

*In the following pages, list what you do in a day and the time it takes to do them. You will be surprised to see how much time you are not dedicating to your top priorities.

12:00 a.m.	
1:00 a.m.	
2:00 a.m.	
3:00 a.m.	
4:00 a.m.	
5:00 a.m.	
6:00 a.m.	
7:00 a.m.	
8:00 a.m.	
9:00 a.m.	
10:00 a.m.	
11:00 a.m.	
12:00 p.m.	
1:00 p.m.	
2:00 p.m.	
3:00 p.m.	
4:00 p.m.	
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6:00 p.m.	
7:00 p.m.	
8:00 p.m.	
9:00 p.m.	
10:00 p.m.	
11:00 p.m.	
12:00 a.m.	

IMPORTANT BUT NOT URGENT

12:00 a.m.	
1:00 a.m.	
2:00 a.m.	
3:00 a.m.	
4:00 a.m.	
5:00 a.m.	
6:00 a.m.	
7:00 a.m.	
8:00 a.m.	
9:00 a.m.	
10:00 a.m.	
11:00 a.m.	
12:00 p.m.	
1:00 p.m.	
2:00 p.m.	
3:00 p.m.	
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6:00 p.m.	
7:00 p.m.	
8:00 p.m.	
9:00 p.m.	
10:00 p.m.	
11:00 p.m.	
12:00 a.m.	

URGENT BUT NOT IMPORTANT

12:00 a.m. _____

1:00 a.m. _____

2:00 a.m. _____

3:00 a.m. _____

4:00 a.m. _____

5:00 a.m. _____

6:00 a.m. _____

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12:00 p.m. _____

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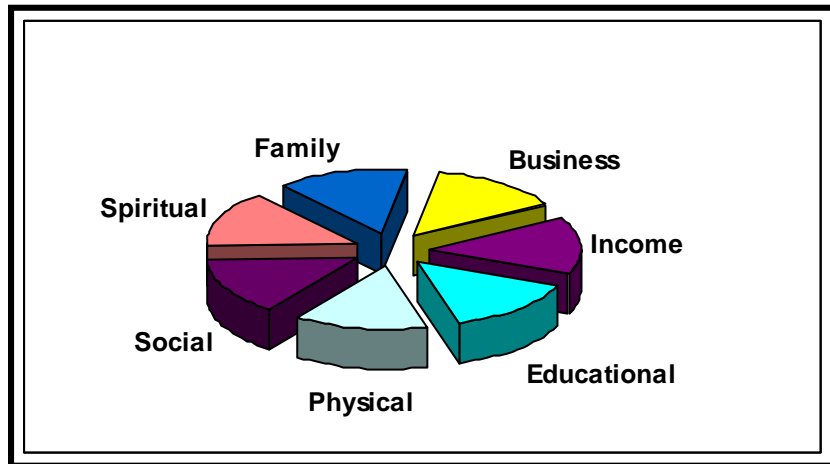
11:00 p.m. _____

12:00 a.m. _____

NOT URGENT OR IMPORTANT

12:00 a.m.	
1:00 a.m.	
2:00 a.m.	
3:00 a.m.	
4:00 a.m.	
5:00 a.m.	
6:00 a.m.	
7:00 a.m.	
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7:00 p.m.	
8:00 p.m.	
9:00 p.m.	
10:00 p.m.	
11:00 p.m.	
12:00 a.m.	

* Defining Your Goals Within the 7 Sections of Life



Below list 10 goals within each of the life sections.

Make sure to include both personal and business ambitions.

<u>Family:</u>	1.	<u>Business:</u>	1.	<u>Income:</u>	1.
	2.		2.		2.
	3.		3.		3.
	4.		4.		4.
	5.		5.		5.
	6.		6.		6.
	7.		7.		7.
	8.		8.		8.
	9.		9.		9.
	10.		10.		10.

Educational: 1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

Social: 1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

Physical: 1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

Spiritual: 1.
2.
3.
4.
5.
6.
7.
8.
9.
10.

GETTING THERE...

Now that you have identified your goals, explain the steps that you will need to take in reaching them.

1. Family:

2. Business:

3. Income:

4. Educational:

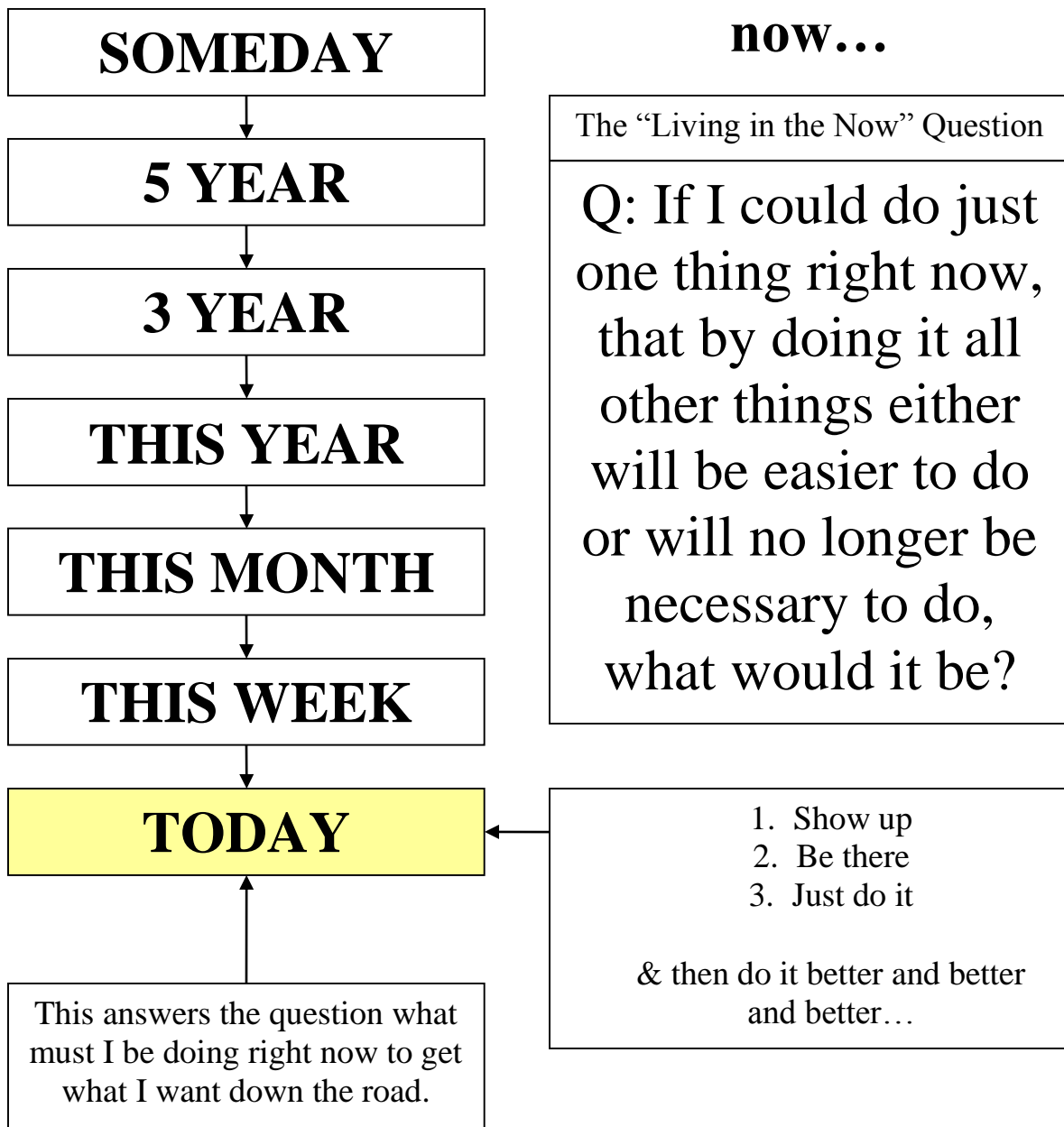
5. Physical:

6. Social:

7. Spiritual:

Goal Setting to the Now

TRUTH: Planning is really nothing more than goal setting to the now! The main purpose of planning is to make sure you are doing the right thing in any given moment so you will be on track to achieve your goal(s).



YOU NEED TO GET A SENSE OF THE MONETARY VALUE OF TIME

WHAT'S YOUR TIME WORTH?

If you earn...		Every minute is worth...	Every hour is worth...
\$	2,000	\$ 0.01	\$ 1.02
	2,500	0.02	1.28
	3,000	0.02	1.54
	3,500	0.03	1.79
	4,000	0.03	2.05
	5,000	0.04	2.56
	6,000	0.05	3.07
	7,000	0.06	3.59
	7,500	0.06	3.84
	8,000	0.06	4.10
	8,500	0.07	4.35
	10,000	0.08	5.12
	12,000	0.10	6.15
	14,000	0.12	7.17
	16,000	0.13	8.20
	20,000	0.17	10.25
	25,000	0.21	12.81
	30,000	0.25	15.37
	35,000	0.29	17.93
	40,000	0.34	20.49
	50,000	0.42	25.61
	75,000	0.64	38.42
	100,000	0.85	51.23
	150,000	1.28	76.84
	250,000	2.13	128.00
	500,000	4.26	256.10
	1,000,000	8.53	512.30

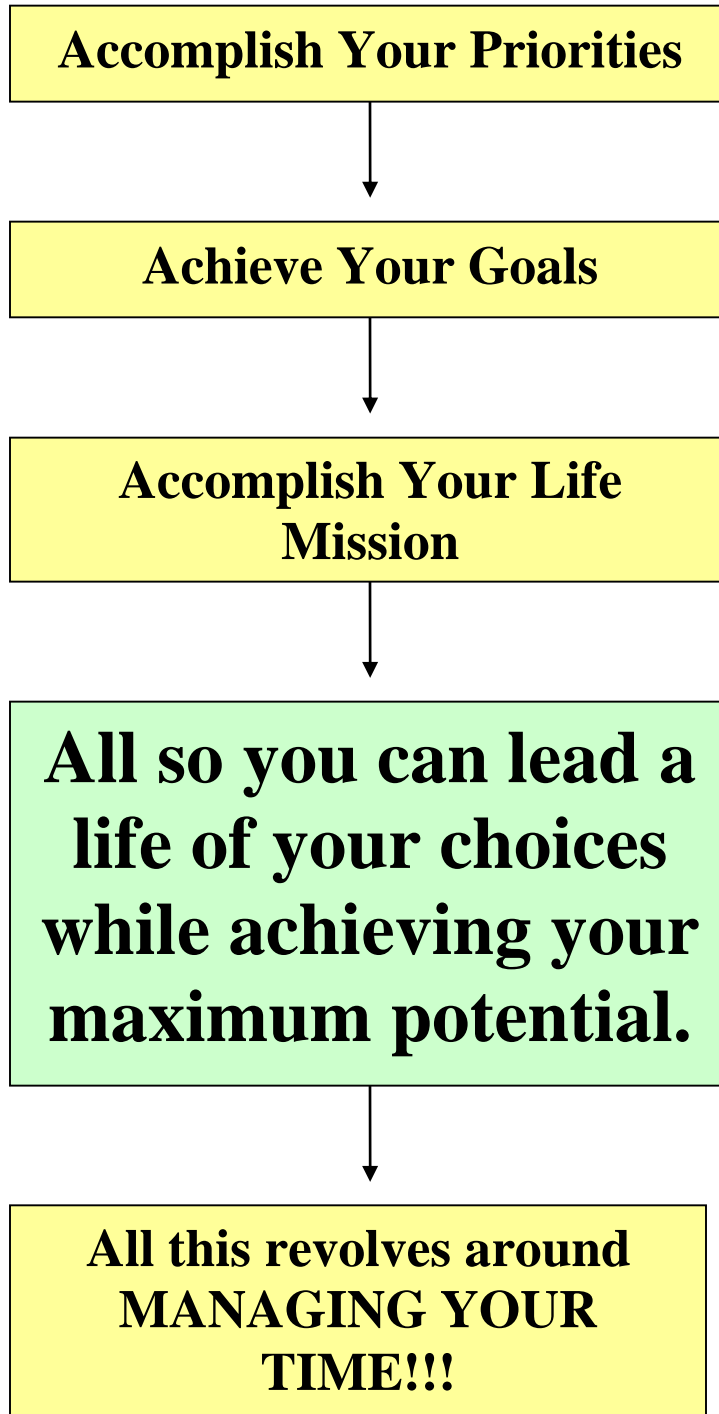
SO... Today what is your time worth?

What do you want it to be worth?

TIME INVENTORY WORKSHEET

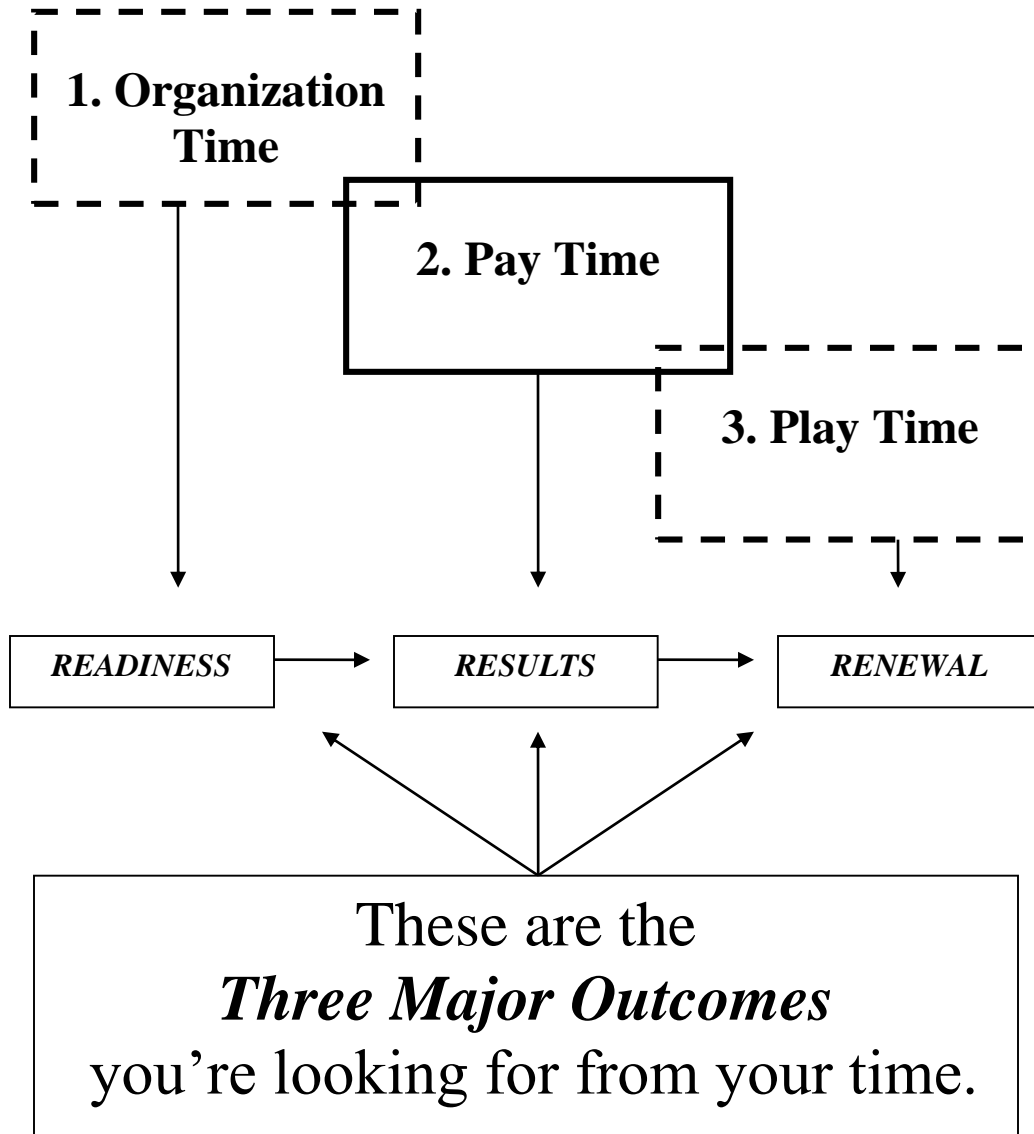
	Estimated Weekly Time	Goal Weekly Time	Variance (+/-)
Job Activities (Vocation)			
Commuting to and from office			
Meetings			
Training (Training Others)			
Reading, Paper Work and Correspondence (email, phone)			
Presentations			
Education (Getting Trained)			
Prospecting			
Traveling on the Job			
Recruiting Talent			
Miscellaneous Job Activities (visiting with others...)			
Total			
Personal Activities			
Grooming and Personal Care			
Eating			
Sleeping			
Total			
Family Activities			
Cooking			
Laundrying			
Housecleaning			
Yard Work and Household Maintenance			
Grocery Shopping			
Other Shopping			
Paying Bills			
Child Care Activities			
Religious Activities			
Family Activities			
Family Vacations			
Miscellaneous Family Activities			
Total			
Leisure Activities (Avocation)			
Music Listening & Television Viewing			
Exercise			
Leisure Reading			
Hobbies			
Spectator Sports			
Participant Sports & Recreation			
Parties & Socializing			
Other Activities			
Total			
Grand Total Hours Spent			

****Doing This Will
Enable You To...***



A REALTY GROUP VIEW OF TIME SEGMENTATION

Three Broad Uses of Time:

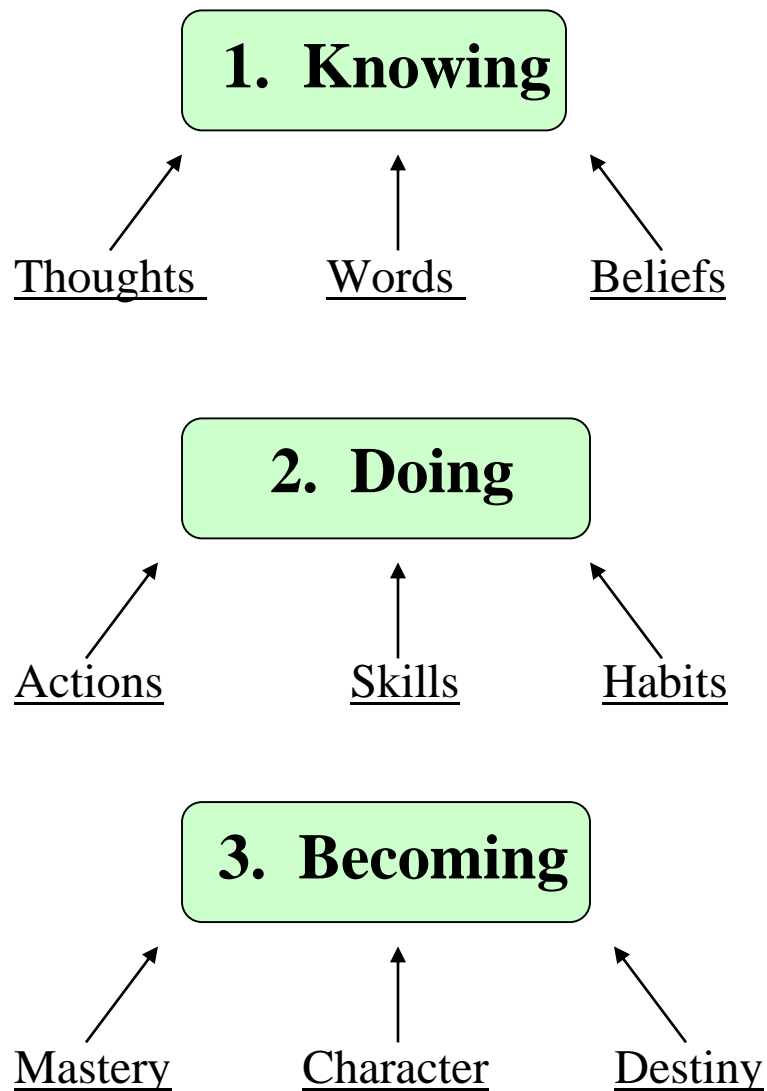


MY PERFECT DAY	
0:00	
1:00	
2:00	
3:00	
4:00	
5:00	
6:00	
7:00	
8:00	
9:00	
10:00	
11:00	
12:00	
1:00	
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8:00	
9:00	
10:00	
11:00	
12:00	

MY PERFECT WEEK							
	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
12:00 AM							
1:00 AM							
2:00 AM							
3:00 AM							
4:00 AM							
5:00 AM							
6:00 AM							
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12:00 AM							

* In the end it's all about... ***Becoming!***

We are in a ***Life Long*** pursuit of:



TRUTH: Life is experienced at its highest level when we are in a constant state of becoming. We are not just human beings – we are human becomings.

****ONE LAST LOOK AT IT***

