

"Replace worry with work"

People have a tendency to worry about everything. It has been said that 12% of what people worry about has already happened, so why worry about it; 80% will never happen, so why worry about it. The remaining 8% of worry is things that can be changed; we just simply need a plan. "Work" will eliminate the worry.

What most people worry about is money. As real estate agents we have complete control of how much money we make. If you have a business plan, and you do everything in your plan every day; especially the things you don't want to do, then the money will come in great abundance. We are not paid by the number of hours we work, but by the income producing activities we bring to each hour. You can "work" 70-80 hours a week, but if you don't talk to anyone about buying or selling property you don't make any money. If you work 40 hours a week and talk to lots of people daily about buying and selling property, you will make enormous amounts of money.

Quit worrying and go to work!

Live with passion,

Bobby

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"A man's doubts and fears are his worst enemies."-William Wrigley Jr. [chewing gum]

We all have doubts and fears at times. When things don't go the way we would like them to doubt creeps in, then fear is never far behind. We start to feel unworthy of good things then fear immobilizes us. Finally, like a ship run aground, anxiety and depression take over.

With the challenges of this market it becomes easy to doubt ourselves and be overcome with fear. Ten ways to overcome fear and keep your mindset strong:

1. Understand it's not you, it's the market.
2. Admire and model successful agents and know what is possible.
3. Go to as much training as possible, because training always gives you confidence.
4. Immediately disassociate with negative people.
5. Do more of anything you are good at; sports, painting, cooking, art, etc.
6. Take your mind off things temporarily by going to a play, movie or being with good friends.
7. Listen to motivational recordings.
8. Read an inspiring book.
9. Print the words NO FEAR and post it everywhere.
10. Create a mastermind group of likeminded people, and then get together either in person or by phone at least once a week.

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