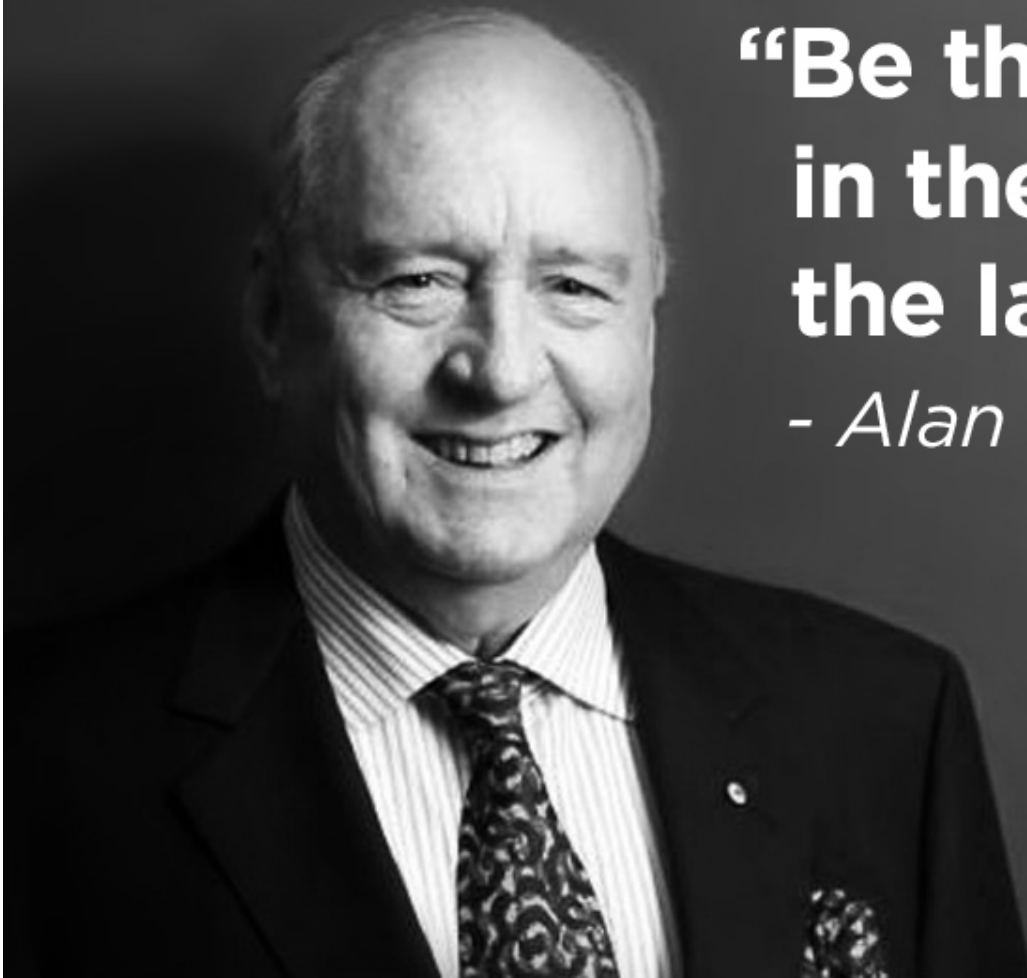


SUCCESS IS EARNED

**“Be the first one
in the morning and
the last one to leave”**

- Alan Jones





**Here are the 12
lessons to help you
book more listing
appointments in
2020.**



KEY 1

Top agents make booking listing appointments a priority.



KEY 2

**It's not who you know, it's
who knows you.**



KEY 3

We don't run out of prospects to call – we run out of courage to call them.



KEY 4

**The most important
daily activity is 20 quality
conversations per day.**



KEY 5

**Get comfortable with
the uncomfortable.**

A full-page background image of a rugged, snow-covered mountain peak. The mountain is dark grey and brown with patches of white snow. The sky is a deep blue with some light, wispy clouds. The overall scene is one of a high-altitude, alpine environment.

KEY 6

**Winners focus on
winning. Losers focus
on winners.**



KEY 7

**We either win, or we learn
– we never lose.**

A full-page background image of a high-altitude mountain landscape. A large, rugged mountain peak is covered in patches of white snow and ice, with dark rock faces visible. The sky is a deep blue with thin, white clouds. The overall scene is bright and clear.

KEY 8

**Your energy
introduces you
before your hand
shake**



KEY 9

**If Real Estate was Easy,
everyone would be doing.
Remember – “The cream
rises to the top” and
“Pressure makes
diamonds”**



KEY 10

**In real estate, we get
paid PRIZE money,
not SHOW money. Be
predictive when you
are at work.**



KEY 11

There is no substitute for hard work. Be the first to arrive at the office and the last to leave. The most important number to know if the alarm code.



KEY 12

**Remember – the
number one rule to
closing is “the answer
is always NO until
you ask”.**

**Create a list of all
completed appraisals
in the past 12 months**

12
months

The background features a red alarm clock with a white face and black numbers, positioned behind large, three-dimensional red letters that spell out the word 'NOW'. The clock's hands are visible, and the letters have a slight shadow on the surface below them.

**Send This
SMS to
them**

Send This SMS...NOW



Hi Client Name, I hope you have had a great start to the new year, since starting 2020 we have been very busy as we just sold X properties over the past week/weeks with a few of them setting a new benchmark for value in the area. We still have buyers left over that are looking to secure a property before Easter. If you want to know the NEW value of your property, just reply to this message and I can give you an update. Regards Agent Name.

PICK UP THE



AND START DIALING



Get More Referrals

The background of the slide features a network diagram. It consists of numerous black human silhouettes of varying sizes. Some of these silhouettes are enclosed within dashed blue circles. These circles are interconnected by a web of dashed blue lines, creating a complex network that suggests a referral system or a social structure. A single, larger blue silhouette is positioned in the center of the network, acting as a focal point. The entire graphic is set against a light cream-colored background.

Feel Good Moments - Sellers

Before The Listing Presentation

After The Listing Presentation

On Securing The Listing

On Exchange Of Sale

On Settlement



A photograph of several runners in motion on a red athletic track. The runners are blurred, indicating speed. In the foreground, there are four sets of starting blocks. A white rectangular sign with a red pushpin is overlaid on the bottom left of the image.

**WORK HARD,
STAY HUMBLE.**