

REAL ESTATE AGENTS



SUCCESSFUL

- Embrace Changes & Challenges
- Forgiver Others & Have Empathy
- Constantly learn
- Control Time w/ Decisions and Priorities
- Accept Responsibility
- Seek Out Failures As A Means of Growth
- Set Goals & Activities to Reach Them
- Perform Daily Income Producing Activities
- Avoid the Need to Make Things Perfect
- Maintain Life Balance and Lead Others
- Use the Other's Success As A Motivation
- Stick to the Budget and Focus on Net Income
- Make Small, Continuous Improvements
- Operate From a Transportation Perspective

VS



UNSUCCESSFULL

- Avoid Changes & Stay Comfortable
- Hold Grudges & Resentment
- Know it All
- Complain About a Lack of Time
- Blame Others
- Fear Failures
- Just Solve Problems One Crises at a time
- Focus Only on Business Servicing Duties
- Over-analyze & Use Perfection as Standard
- Believe Only Working Hard Gets Money
- Resent & Criticize Other Successful Agents
- Don't Track Costs & Focus on Sales Volume
- Want it All Now
- Operate From a Transactional Perspective