CHAPTER 12

Are YOU Qualified For Success?
CHANGE

IS “POWER”

THAT OPENS UP THE “POSSIBILITIES”

SO WE CAN EXPERIENCE OUR FULL “POTENTIAL”
Definition of Change

• to undergo transformation, transition or substitution

• to make a shift from one direction to another

• a significant alteration
EMBRACE CHANGE.

THE ONLY THING CONSTANT IN LIFE IS CHANGE.

DON’T RESIST CHANGE, SOAR WITH IT!
Change happens….“One step at a time. “

Break your goals down into achievable steps.

Make consistent, tiny improvements every day.
GET COMFORTABLE WITH BEING “UNCOMFORTABLE!”

Here are some ways to get out of your comfort zone.

• Every day speak to a few people you don’t know.
• Replace one hour of TV with one hour of reading something about real estate or personal development.
• Utilize the power of eye contact.
• Be the first to shake hands and do it firmly.
• Make a list of what you like most about yourself.
• No sarcasm!
• Always see the positive.
• Read a book or listen to tapes during lunch or breaks, invest in yourself.
• Change a bad habit and replace it with a new one.
• See things in new ways.
Excuses...

There are no shortcuts to success.

The “easy way” is seldom the “best way.”

Attitude...

Develop a good one.
Strength comes through challenges...

You will encounter many of life’s undesirable events that some call “problems.” I call them challenges.”

Only challenges strengthen us and make us better.

Consider the pine tree versus the oak tree.
Be Teachable...

A major requirement for making money, achieving happiness, or getting whatever it is we want out of life, is to be \textit{teachable}.

Teachable people have a thirst for knowledge.

Teach-ability is the foundation of growth.

Open your mind to possibility thinking.

Always be open to learning, teachable.

Develop Mental Focus, and intentionally work towards your goals.
Take care of the little things.

By doing the small things, we can place ourselves in the top 1% of truly successful people.

- Listen to educational or motivational tapes in the car when others are listening to blaring music.
- Take time to exercise regularly when others say they don’t have enough time.
- Read books when others say there is no time.
- Send “thank you” cards, emails or notes to those who have helped you instead of forgetting about them or taking them for granted.
- Start giving more instead of expecting more. Give compliments.
- Give even when you feel you are in need.
- Be thankful for what you have instead of feeling sorry for yourself for what you don’t have.

Do the little things that lead to success.
REPLACE GOAL-SETTING WITH DREAM-SETTING.

1. Write down what you want.
2. Prioritize.
3. Set an action plan with due dates.
4. Define obstacles.
5. Track progress.
6. Celebrate successes with rewards.
7. Set a dream appointment.

STOP WANDERING IN THE DARK, AND LIGHT UP YOUR LIFE AND THE OTHERS AROUND YOU!
THE DOOR TO

CHANGE……..

IS UNLOCKED

OPEN IT