

Doing hard things often leaves a mark when we are not properly prepared. It might be a physical bruise, an emotional scar, an empty bank account, or maybe you are just burned out. Becoming a top tier agent and/or maintaining that level of performance will tax you mentally, emotionally, financially, and physically.

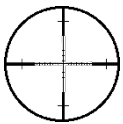
We are all capable of far more than we expect, and we all have a threshold past which we can still operate, but are using our “reserves” and we cannot sustain this indefinitely. Peak performance involves pushing that threshold further and further back, so that what once seemed impossible is now just a warm-up. There is a great deal of information on this skill in PCT, but we felt it equally important to discuss the counter-balance to peak performance – recovery.

It is said that “There is no such thing as over training – only under recovery.” We subscribe to this fully. Recovery means more than sleep. It means healing, nutrition, meditation, stretching, reflecting, adjusting, and play, among other things. Each of these is also applied to both body and mind for healthy recovery. It is not reasonable for us to expect to reach great heights without recovery, nor is it reasonable to assume that we will be able to duplicate our success without it. It must become part of the process, as important as any striving we will ever do. It must be integrated into our schedule as a non-negotiable item.

Some truths about success in real estate (or anything else):

- You will never be the best fueling yourself with junk. Learn what truly works and stick to it. Know that most “healthy foods” are not healthy at all, just marketed that way.
- Most supplements (vitamins) are worthless, but some are crucial to good health. Make sure you get what you need.
- Sleep at least 8 hours a night. Sleeping well is its own art too. Learn how and do it.
- Exercise is a good start – training is better. Know the difference and get yourself on a training program, preferably under the guidance of a professional.
- Stretching and warm up are key to our best movement – physically, mentally, and emotionally.
- Unburden yourself from things you no longer want to carry. If it doesn’t serve you, let it go. Forgiveness is a powerful tool in getting powerful. Learn to abandon, donate, hand off, and move past.
- It takes a village, but not just any village. It is said that you are the sum of the five people you spend the most time with. At work, this is certainly worth considering. If you want to be a top performer, you must surround yourself with people of excellence, which includes those who will notice when you need recovery and who will cover for you (and us them).
- Having someone ahead of you on the path can be invaluable. When we can speak with a person who has already experienced the challenges, who has survived (or thrived), or who can just listen and understand, we recover.
- It is near impossible to recover when we lack clarity of purpose and vision. If we don’t know what we are working for, it’s easy to skip recovery because we are focused solely on movement.

Your Pathfinder coach can discuss each of these with you and direct you to some great resources. Always tell your coach when you feel like a recharge is in order.



**Music is the space between the notes. ~ Claude Debussy**

