



As you know, this program is about excellence, commitment, honor, gratitude, and mastery. We want to provide you with some idea of what you are really working for, a true north for your own internal compass. You may be crystal clear already, you may not be. The next two assignments are designed to help you put real motivation in front of you; who you want to be, what matters most, and what you are willing to do to achieve. They are not intentionally morbid, rather, they pull your end game back to today so that you can set course appropriately and we can help you go there.

Assignment:

Write your real estate obituary (who you were as a real estate agent) as you would like to be remembered - truthfully. It may NOT be who you are today, but who you aspire to be remembered as. You have about 250 words to accomplish this.

Now, brace yourself...you will be going over this with your coach and they are going to rough you up if they can. They will call you out on unrealistic elements, self-aggrandizing, over simplification, forgetting important things, - pretty much calling you out on anything they can think of. We aren't doing this to hurt your feelings, not at all. We are doing this as a process to find what's real and what isn't, what's the essence of you and what's not, and to reach the best version of you that's worth becoming while you still can.

Leave your ego at the door, and think about your hopes and dreams for yourself and those you care about. What do you really want to be known for? How can you get there as a Realtor?

When we are done, you will have a crystallized, clear, and compelling north star that you can use for guidance when you are stressed, challenged, and under fire. You will know where to go when times are good too, enjoying additional satisfaction and joy for being on course.

