

# Leader's light



Weekly overview of .....

## session six



### key keepers:

1. Attitude is everything. Having a great attitude in real estate is the way to the top.
2. How you deal with adversity is critical. If you don't like your environment: leave it, change it, or learn to live with it.
3. Use affirmations daily.
4. Don't let negative people get you down.
5. Be an action-oriented person instead of an on-looker.
6. Create SMART goals, and follow them.
7. Run your business like an industry leader. Follow all the rules of professional management.
8. Understand the truths about time: you decide how to use it, you can only do one thing at a time, we all share time equally, time is irreplaceable and irreversible.
9. We cannot save time, but we can invest it.
10. We all have 168 hours in each week to balance our time among personal, business and family. When you have a clear objective for all three components of your time, you will attain balance in your life.
11. Integrate the **14 Tips & Techniques of Time Management** into your schedule. If you are feeling out of control or that you are active but not productive, no doubt one or more of the components needs "tweaking."
12. To build an unstoppable team you must understand:
  - \* It's not me, it's we.
  - \* Be a boss and not a buddy.
  - \* Team members must be licensed.
  - \* Develop an exit strategy.
  - \* Leave egos at the door.
  - \* Watch out for negativity in team members.
  - \* Hire your broker as a consultant.
  - \* Don't run by the seat of your pants.
  - \* Stay focused on building inventory.
  - \* Never recruit from within.
  - \* Lead by example.
  - \* Use technology to its fullest.
  - \* Praise in public; critique in private.

**If you want a powerful, cohesive team, hire a coach for you and/or your team!**

### Mark's thought for the week

**No one succeed alone. If you want to have the support of your team, you must be supportive. Take the time to show others that you care about their success!**

### Weekly Team Stats

**Ebby Halliday**  
Dallas, TX

**Mark Leader**

**# of Students: 202**

**# of Sales: 51**

**# of Listings Sold: 32**

**# of Listings: 187**

**# of Ancillary Services:  
133**

**Total Transactions:  
403**

**This Week's  
Productivity  
Per Person: 2.0**

**Previous Week's  
Productivity Per  
Person: 1.9**

**Warranties: 38**  
**Mortgage Leads: 55**  
**Titles: 5**  
**Relocations: 6**  
**Insurances: 16**  
**Recruits: 3**  
**Home Inspections: 2**  
**7% Listings: 6**

**Top Producing Team:**  
**Team E**  
**Top Guns**

**Productivity of Top  
Team: 3.4**

**Leader's  
Choice**

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## session 6 in brief

