

It's a
Wonderful
Life



Realtor Version

Whoa! Lets
Look at the
Life of a
Realtor



A typical
WEEK
can be full
of
aggravation

01

Meetings & training

*Endless
Pointless*

03

Business Stuff

*Lack of gratitude
Lack of appreciation
Deals falling apart*

02

Lead generation

*Rejection
Time lost
Is there an easier way?*

04

Stress

*That no one else understands
No consistent income
No Benefits*



*"Sometimes we might feel Like George Bailey
and desperately want something else."*

★ -Maybe EVEN a REAL job.



What would
CLARENCE do?



What jobs did some of you
have before real estate?



*Teacher
Military
Car Salesperson
Engineer
Mason*



*Nurse
Financial Planner
Life Insurance
Tailor
Sheep Farmer*

What is the truth about those jobs



*You worked on
Some one elses
schedule*



*You had income
limits*



Creativity Limits

What is the truth about those jobs



*May have been
physically
challenging*



*Co-workers
UGH!*



*But you had
benefits*

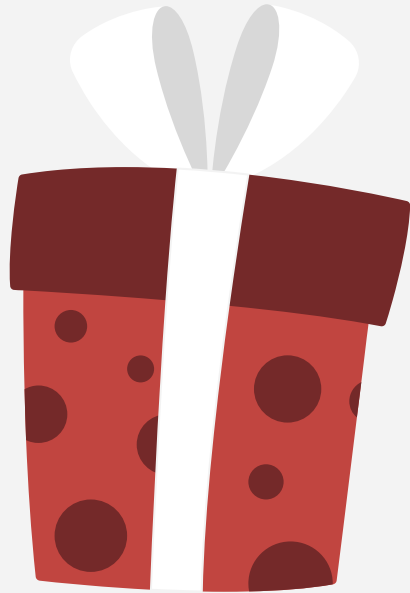


You know what

Any job has its "ups and downs" What are your conclusions and what evidence are you seeking out to support those conclusion?

• Focus on what's possible and good in REAL ESTATE





THERE ARE many PRESENTS WITH
OUR CAREER. WE GET TO:

- SET OUR OWN INCOME
- BE CREATIVE
- SET OUR SCHEDULE
- IT'S NOT TERRIBLY PHYSICAL
- WORK WITH PEOPLE WE LIKE
- WHAT ELSE?

CLARENCE'S' Tips to A Wonderful Life



*Choose to
be Grateful*

*There's a horse
in there
somewhere*



Have Fun

*Enjoyment is a
critical
component*



*Tell The
Truth*

*We can't have a
Wonderful life
full of Drama*



*Get Clear
on your Goals*

*So you know
where you are
going*



Get Support

*Who's your
angel supporting
you?*

• EVERY TIME SOMEONE
buys OR SELLS

• An Agent Gets
their wings



