



# GETTING OFF YOUR PLATEAU

**Did you know that most of your pathway to mastery is spent on a plateau?**

A plateau doesn't mean you've failed! It simply means that you've outgrown your current system for doing business. You need to use your time on the plateau to reflect, practice and train to get the skills needed for your next peak.

## Invest in Training

You don't have to power through your plateau alone! Look for real estate training that sharpens the skills you need to reach the next peak. A real estate training program teaches you how to build a business that can grow as you do, leading to a successful long-term career.

## Keep Showing Up

Instead of giving up, stay present on the plateau. Be consistent with your lead generation and other tasks. Track your progress constantly to know how much further you have to go. You'll also want to celebrate your achievements along the way, and learn from any mistakes or failures.

## Remember Where You Started

Think about where you are now versus where you started. Appreciate the strides you've made since you began your journey. At the same time, reconnect with your purpose — the reason you got into this business in the first place. You'll gain more motivation to power through the plateau!

## Need exceptional training?

Check out The Pathway to Mastery from Buffini & Company. This real estate training program helps you master the fundamentals of real estate to increase your skills, profits and production. **Learn more at [buffiniandcompany.com/pathway](https://buffiniandcompany.com/pathway)**