

New Real Estate Agent Guide: **Achieving Your Goals**



Being a goal getter is an excellent way to keep your business on track and accelerate your growth. Oftentimes, reaching your goals is easier said than done. Use this guide to discover the power of goals and what you can do to achieve them.

Importance of Goals:

- ✓ Clarifies what you want.
- ✓ Creates a mental image to focus your efforts.
- ✓ Unlocks the power of your subconscious mind.

Barriers of Growth:

- ✓ Lack of motivation.
- ✓ Unable to perceive progress.
- ✓ Slowly drift away from goals.

Achieve Every Goal You Set

- ✓ Push past a lack of motivation by setting goals that excite you. Visualize yourself completing the goal.
- ✓ Create and review a progress journal, so you can track your activities and recognize that you're gaining momentum.
- ✓ Make each day count. Continually steer in the direction of your goals. If you miss a day or slip up, just reset and pick up where you left off.



Follow



One



Course



Until



Success

Want even more goal-setting guidance? Sign up for **100 Days to Greatness®**, a real estate training program from Buffini & Company designed to help real estate professionals build long-term success.

Learn more at buffiniandcompany.com/100days.

