

Coaching Tips

To Help You GAIN BACK YOUR MOTIVATION

As a real estate agent, it can be easy to get overwhelmed with balancing your daily tasks. Check out these tips from Buffini & Company Coaches on how to overcome some common concerns. Using their advice, write down your own action steps you can implement to help you get back on track to reach your goals.

CONCERN

You find your day gets away from you and as a result, you are not accomplishing as much as you like.



COACH'S TIP: "Create a plan to run the day so that the day doesn't run you. Identify what is the highest and best use of your time, energy and focus. Remember, if everything is a priority then nothing is a priority," Eric Santos advised.

ACTION STEP: Identify the top three most important priorities you must do today.

CONCERN

You are focusing too much on the need to get a certain number of referrals instead of meeting your clients' needs.



COACH'S TIP: "Instead of thinking, 'I have to ask X people for a referral this week,' shift the mindset to, 'What can I give/what value can I provide to X people this week?'" Lisa Barravecchio advised. "When you solve people's problems and help to fill their needs, you will create raving fans."

ACTION STEP: What are three ways I can be of service to others?

CONCERN

You just can't find your motivation, no matter what you try.



COACH'S TIP: "Sometimes even a great 'why' doesn't help you on a low motivation day. Productivity can just be about making the decision to do what you said you were going to do, no matter what!" Jim Rooney stressed. "Don't feel like it? Do it anyway. Lather, rinse, repeat. Breakthrough comes outside the comfort zone."

ACTION STEP: What three ways can I reward myself for completing items on my to-do list?

CONCERN

You don't have a clear-cut plan to get to where you need to be.



COACH'S TIP: "Know why you are doing what you are doing," Jim Rooney said. "The 'X on the map' you are moving towards helps you to reflect on what you are about to do. Ask 'Does this help me get closer to where I want to go and who I want to be...or not?'"

ACTION STEP: What is my ultimate reason for being in this business? What are the short-term and long-term steps I am taking towards reaching that goal?

Short Term:

Long Term:
