

## **Session 14: Unleash the Champion In You!**

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### **Foundation on Which to Build Your Real Estate Career**

1. **Ethics.** Your ethics will determine your reputation in the community.
  - a. Honesty
2. **How do you feel about the way they feel?**
  - a. Transfer
  - b. Divorce
  - c. Health reasons

### **How to Handle Change**

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***You are and will become in the future  
that which you think about  
most of the time.***

### **Commit 21 Days to Take Control of Your Thoughts**

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1. Live in the \_\_\_\_\_.
2. Control your \_\_\_\_\_ about the future.
3. Get out of the \_\_\_\_\_.
4. Want, but don't need, other people's \_\_\_\_\_.
5. Overcome \_\_\_\_\_.

**Definition:** Procrastination is living yesterday, avoiding today, thus ruining tomorrow.

**DO IT NOW!!!**

6. Don't be \_\_\_\_\_.
7. G\_\_\_\_\_ O\_\_\_\_\_ Y\_\_\_\_\_ A\_\_\_\_\_ formula.
8. Don't demand \_\_\_\_\_.