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## **10 Ideas to Propel You to a Powerful 2010**

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The horrible market and 2009 are finally both almost over. In most areas the market has hit the bottom, and it's only a matter of time before the sales begin to pick up and prices level off.

My question is, are you ready? What are you doing to ensure that 2010 is better than 2009?

I've written down a few things that I'm doing right now in my business to prepare for a strong 2010, and wanted to share them with you.

For those of you who haven't read my articles before, I'm Christy Crouch with *You're The Difference Sales and Life Coaching*. I am also an active Realtor in Roanoke, Virginia, and have been in the business for 17 years. I have been consistently selling an average of 100 homes a year for the past ten years.

I am co-author of the real estate objection handling book, "Now What Do I Say?", a collection of over 420 answers to more than 70 of the most common questions and objections we face in day to day real estate sales.

I am committed to helping agents across the United States grow their business while taking excellent care of their customers and clients.

I'm sure I don't have to tell you that it's been proven that writing down your

goals and planning for your life and business puts you in a very small percentage of the population. Sadly, most people spend more time planning their vacations and weekends than they do their life and business. Just putting thought into your goals and writing them down naturally pulls it closer to you without even any effort. I'm sure you're all familiar with the Law of Attraction. We get what we think about and focus on most of the time.

**So, here are the ideas I wanted to share to help propel you and your business toward a powerful 2010.**

1. Decide now what your schedule for next year looks like. When will you go on vacation, when will you take personal days off, when will you work? Just like in corporate jobs, plan your calendar ahead of time.
2. Determine how many transactions or how much money you want to make next year.
3. Break that number down into monthly increments and figure out exactly what you need to do each month to accomplish your annual goal.
4. Write a letter to yourself dated December 31, 2010 and reflect on all the things you accomplished and experienced in 2010. Go deep in this letter and really play full out with yourself. Don't hold back. Pretend that there are no obstacles, no buts, no hows, no fear and just write what your 2010 would be like if it were perfect. Include both personal and professional in this letter. Play some inspiring soothing music and do this alone when you have the time to really focus on what you want to be, do, and have in your life next year.
5. Clean up and clean out your entire life, your closet, your house, your car, your office, your files, your database, your entire life, both personally and

professionally. I've found that the less clutter, and the more organized things are in my life the more efficient and happy I am.

6. Begin thinking about your tax returns and getting all the necessary paperwork together so you won't have to worry about this in January. This way while all the other agents are worrying about taxes, paperwork, and getting ready for next year, you're already set and ready to go out there working while they're preparing. Always be a step ahead.

7. Call all of your past clients and check in with them. See how they're doing and if you can be of support to them in any way with buying, selling, investing, or refinancing. See if they have any questions about what's going on in the market.

8. Develop a daily schedule for your entire life that will work for you and inspire you to get up every morning excited, energetic, and ready to make each day count.

9. Get some coaching / mentoring around what you're looking to do in 2010. Find agents who have already done it and interview them. Find out what worked for them and what didn't. Learning from others will save you time and money and make it so much easier for you.

10. Create your calendar for the rest of 2009 and make it as productive as possible while still enjoying the holiday season with your family. Most agents are slowing down as the holiday season approaches and throwing their hands up with 2009 finally being over. Don't give up, what you do right now will determine the first quarter of 2010 and people still buy and sell despite the time of year for all sorts of reasons. Go find them!

I hope you find these ideas helpful. While very simple they can be extremely powerful if you choose to take them on.

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