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End 2009 Powerfully & Prepare for 2010

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With the holiday season upon us it becomes very easy for us as agents to slow down. And that may be the very worst thing you can do right now.

Now is the time to clean up, clean out, organize, and get ready for next year. What we do right now in our business and in our lives will affect the first quarter of next year. If you choose to attend all the parties and drink and eat all that come with it, you'll surely feel it in more ways than one when the New Year begins.

-What if you were to work on New Year's resolutions now, instead of waiting for January 1st?

-What if you were to begin, maintain, or increase the amount of exercise you do?

-What if you were to limit the amount of alcohol and food you take in?

-What if you were to write the year end letter to yourself for 2010 telling yourself about all the amazing things you are going to do next year as if it's all already occurred, and it's this time next year.

Studies have shown that less than 5% of the population ever takes the time to create, plan, and visualize their life. Yet sadly, they spend hours upon hours planning a week's vacation.

I challenge you to be in the top 5% and create your 2010 plan. Decide now what you want to be, what you want to do, and have next year and write it down, put it on paper!

I want you to imagine for a moment how it will feel in mid January when you've chosen more powerfully during the last part of this year, and you're way ahead of the game, your competition, and all those New Year's resolutions everyone will have. How does that make you feel?

Why not consider the same thing with your business? If you slow down or stop working now, you'll see it in your income and production for the first quarter of next year!

I'm not saying to work 24/7 and not enjoy the holiday season with your family. By all means do! I would recommend creating a schedule for you between now and Dec. 31st and then stick to it. Put everything in this mini schedule. The days you will work, the hours you will work, the days you're off, all the things you have scheduled throughout the season and then stick to it.

When you are working be "Olympic" with your time and when you are playing be present with your time. Give yourself and others the best gift you could ever give for the holidays and actually be present in all that you do.

If Scott and I can help you with creating a plan to Make 2010 YOUR year, please call or email us. We will be at Triple Play in Atlantic City Dec. 7th - 10th, if you are there, be sure to come up and introduce yourself.

Christy Crouch & Scott Friedman are the co-founders of You're The Difference Sales & Life Coaching, the co-authors of the real estate objection handling book, Now What Do I Say?, and Christy is a top producing agent still active in the business in Virginia where she consistently sells over 100 homes a year. Christy and Scott are dedicated to helping their clients reach their fullest potential in life and in business. If you haven't already check out our website, www.yourethedifference.com to see the year end sales we have for all our coaching, courses, and products. These are all designed to help you do more business, handle objections more powerfully, gain more confidence and to have unstoppable mindset.