



Shed the Manager Role and Become a Leader

I worked with a broker in Austin, Texas who was having trouble getting his team to feel that ownership. We made some adjustments and he went from selling 80 homes a year to more than 600.

- I have included a link to a document I think you will find helpful in your transition to leadership called “Incentives That Work Like Magic” Take a quick look and enjoy! www.CorcoranCoaching.com/Commitment.php.

Let me end on this note: Leaders are neither made nor born. Leadership is a choice. You can choose to remain exactly where you are today. Not everyone is a leader. Becoming a leader is more of a personal journey than anything, and it is not an overnight transition. It takes time, so be patient. Start by being aware of where you are and what is important to you, understanding what your values, ethics and beliefs are, and then creating a picture of what your business would look like with you as a leader, and not just a manager.

I encourage you to look deep inside and ask yourself if you would be happier, wiser and wealthier if you were a leader in real estate. You might just find a new you ready to surpass glorious goals and reach magnificent milestones you would have never thought possible. Believe me; I have seen it happen many times. And it can happen with you.

Make A Commitment: I will determine if I would be happier, wiser, and wealthier if I were a leader in real estate.

Deadline: _____