



Keeping Positive in a Slowing Market

1. **Adjust your thinking** - This is a nice segue from the introduction. You choose how you feel. A traditional market doesn't make you feel any way; you make yourself feel the way you do. No one else, no event, nothing makes you feel that way. It is all your doing, period. If you like books, grab a copy of "The Traveler's Gift" by Andy Andrews. He is a big fan of personal responsibility and is as motivating as they come. You can also visit my website for a document I wrote titled, "Fear or Confidence: Which Are You Choosing?" that may help you discover bad choices you might be making. www.CorcoranCoaching.com/Commitment.php
2. **Get a plan** - I've been in the real estate consulting game now for 15 years and it still amazes me that many agents simply don't operate like a business. The first item every business should have is a business plan. Without one, you're sailing rudderless.
3. **Set small goals** - No doubt, part of your business plan will have goals. Make sure they're realistic and small enough so that you can actually make headway with them. I often see starry-eyed agents who set grandiose goals only to trip on them and fall into a big pile of discouragement.
4. **Get an accountability partner** - This may be a neighbor, a co-worker, a broker or a personal coach. No matter whom it is, this person is charged with making sure you're striving for and reaching your goals. An outside perspective is essential.
5. **Reassess your peer group** - Take a look at who is around you in your daily life. Are they positive or negative? Helpful or hurtful? Toxic or healthy? It's been said you should fear an evil friend more than a beast because a beast can wound your body, but an evil friend can wound your mind. Keep positive people near you at all times and purge the rest.

I'll leave you with this thought - we are all given the same opportunities in this life, and what you do with them is entirely up to you. Ponder for a moment what you will do.

Make A Commitment: I will stay positive and choose to be happy!

Deadline: _____