



## **Change Your Mindset and Thrive in Your Business This Year**

### **Connecting vs. Impressing**

Take a look at how you approach your Rainmaker's prospective and current clients with your demeanor, appearance, and your attitude. Show a true interest in their needs and problems, you will begin to connect and build trust. There is a world of difference between the old and new style of the Real Estate Business. The old style focuses on the agent. The new is relationship-based. Consumers want someone to trust, someone to listen and someone to discover their needs. And in most Teams the Client Care Coordinator is the director of first impressions.

My clients often think if they just improve their dress code or their marketing, they will be more effective at selling homes. But the truth is they are working so hard at proving how great they are, they end up turning off prospects because they fail to connect. It's your job as a Client Care Coordinator to connect with the Team's clients, and help keep your Rainmaker in the loop and connected with their clients.

Relax, listen and connect.

### **Fun vs. Hard Work**

Taking care of yourself is imperative. Do not bring your work home with you, literally or emotionally. Additionally, don't bring home to work with you. You don't need to wait to become sick to take a day off. Schedule in some three-day weekends during the year. If you work yourself to exhaustion, you will lose your zeal, your focus and your effectiveness. And you will not be any fun to work with.

Audit yourself now: do you love the real estate industry? Is the Real Estate Team you are on a reflection of your values and what is really important to you? Those who have aligned their core values with their work are truly living.

Client Care is not just administrative work. That's why it's called Client CARE. It is about service and making a difference in other people's lives. If you are not in that place, do some thinking about what mindset you need to change. You will get into the flow and find it all gets much easier.

Look around -- people are connecting, having fun and enjoying prosperity. And if they can do it, you can too! Start changing your mindset today and start thriving tomorrow!

**Make A Commitment:** I will connect in abundance while having fun!

**Deadline:** \_\_\_\_\_