
GOAL SETTING






Dr. Gail Matthews Study on Achieving Goals




“Whatever the mind can conceive and believe, it can achieve.”


Napoleon Hill.


David's Keys to Successful Goal Setting for Real Estate

-  Set a Realistic Goal
-  Move on to bigger goal setting
-  Know your why
-  Redefine balance
-  Share your goals

 Write your goals down

 Make a Vision Board

 **Homework:** Use the Goal Setting Roadmap to write down you Realistic, Stretch and Momma Mia goals. Make sure you use the SWOT grid to help you decide what the most important goals are for your business.

 **Remember:** While we understand the importance of taking time off for the Holidays don't allow your business to flounder until January 1st. Check out the handout called "Reasons to Sell Real Estate During the Holidays."