

DAILY OPPORTUNITY

CHECKLIST

Today is your opportunity...

- To do the right thing.
- To change your mindset.
- To change your business.
- To leverage the brand.
- To master your craft.
- To be excellent in all things you love.
- To support your peers.
- To be authentic.
- To run the day.
- To prepare and perform.
- To provide stability and comfort to others.
- To exceed expectations.
- To call someone on your mind.
- To focus on your business.
- To be bigger than yourself.
- To volunteer your time.
- To learn about a new development project.
- To lead by example.
- To do the Ninja 9.
- To innovate and differentiate.
- To be your true self.
- To be the change you want to see in the world.
- To make someone's day.
- To grow your market share.
- To say thank you.
- To grow your database.
- To network with other agents.
- To be a leader.
- To spend time with family.
- To challenge your mind and body.
- To refocus your energy.
- To stand up for someone.
- To attend an open house.
- To learn a new skill.
- To refine your systems.
- To communicate more effectively.
- To tackle your fears.
- To focus on your mental health.
- To be a better teammate.
- To support your community.
- To leverage technology.
- To create value.
- To land that new listing.
- To show others you care.
- To earn a price revision.
- To express gratitude.
- To focus on your goals.
- To break sales records.
- To be a better version of yourself.
- To go above and beyond.
- To change your day.
- To be in "day one".
- To perfect your listing presentation.
- To recalibrate your live-work balance.
- To attend Ninja.
- To learn about LRE.
- To try something new.
- To expand your boundaries.
- To connect with past clients.
- To conduct a real estate review.
- To organize your SOI.
- To seize the day.
- To repeat your affirmations.
- To teach.
- To focus on your why.
- To defy the odds.
- To win.
- To embody the power of Sotheby's International Realty.

OPPORTUNITY MINDSET
WORKSHEET

Use the lines below to identify the limiting self talk, reactionary decisions and distracting 'noise' that stagnates your production, your business and your value as an agent. Re-frame the negative self-talk into an opportunistic statement or personal affirmation.

THE LIMITING SELF TALK THAT I AM HEARING:

I am not prepared for our current real estate market.

My listings aren't getting enough activity or offers.

My sellers are so unrealistic about the correcting market.

RE-FRAME INTO A POSITIVE OPPORTUNITY-BASED STATEMENT:

I have the opportunity to learn important market data and trends in order to provide better value to my clients.

I have the opportunity to communicate with my clients on current market conditions, my advertising efforts and share the property showing feedback.

I have the opportunity to listen to my client's concerns and provide them with resources including market data and trends.
