THE TOP PRO GROUP
INNOVATIVE REAL ESTATE TRAINING & COACHING

# Goals & Balance Exercise

*"People don't have a problem achieving goals,*
*people have a problem deciding what it is that they want."*

## Financial Goals:

1. How much money do I need to survive on a monthly basis $____
2. How much outside income do I receive $_____
3. What is the difference $_____
4. What is my average commission $_____
5. How many transactions do I need to do each month $_____

## Add the Following Categories that Apply:

| | | | |
|---|---|---|---|
| Debt _____ | | additional transactions | _____ |
| Savings _____ | | additional transactions | _____ |
| Investments _____ | | additional transactions | _____ |
| Retirement _____ | | additional transactions | _____ |

## Eight Equities of Life:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____

Put all of these on to 8 blank pieces of paper and then answer the following questions for all 8 equities:

1. What about the area of _____ am I dissatisfied?
2. If life was perfect or your knew you couldn't fail, how would you like to be in the area of _____.
    a. Who can I role model?
    b. What's the plan?

Now, set your goals (2 to 4) in each category.

Remind yourself of your goals every day. Top agents have their goals in photo form at their desk, on a key chain, etc., anywhere that they can be constantly reminded of their goals.

**List of Goals**

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

*"People overestimate what they can do in 1 year,*
*but underestimate what they can do in 5 years."*

**Thoughts on Goals:**

Find out what it is you want so badly that you can't live without it.

When people really want to do something, they usually find a way.

Success is the progressive realization of a worthwhile goal.

The most important thing about having a goal is having one.

Desire will, in due time, externalize itself as concrete fact.

Whether you think you can or you think you can't…you are right!