Overcoming Goal Barriers

Barriers to Goals:

A barrier keeps you from achieving your goals. These barriers can be: ***internal, external, or both***.

1. _____: you don't want to do what you have to do in order to reach your goal (won't prospect, won't learn your scripts, won't spend the time needed to grow your business).
2. _____: you do what others do, not what you should do.
3. _____: if you fail, you blame others.
4. _____: if you aren't stimulated by your goal, you won't be committed to achieving it. Make sure you understand your motivation in selling real estate.
5. _____: analyze when you allow yourself to get off track.

Overcoming Barriers:

1. _____ the barrier.
2. Focus on the _____ of overcoming that barrier. "If I prospect, I will generate leads, appointments, listings, sales & closings!"

3. Understand the _____ if you don't overcome the barrier. "If I don't prospect, I will have few leads, contracts or income."
4. Develop a plan to _____ the barrier.
5. _____ to your goals.

What is your biggest barrier to success?

Do you feel that money is evil or not a noble cause?

Are you afraid to make calls or speak to strangers?

Would you rather be poor than bother someone?

What is your barrier? How will you overcome it?

Who can you ask for help that won't hold you back?

Write down how you plan to get over your barrier…

_____

_____

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Affirmations

Money helps children and people all over the world live better lives.

I love money because it helps so many people in so many ways.

I am Healthy, Wealthy, Happy, and Loved.