

HIRC

The High-Risers Club

10.15.2024 – No Guts, No Gain Presented by Ed Schultek: Session 3

Coach Jeff Wright

Welcome

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Does anyone have anything great to share personally or professionally?



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Podcast

Tune in wherever you get your podcasts!

- **Last Week: 19 Potential Sources of Business for Residential REALTORS® Who are New to Commercial Real Estate**
- **This Week: 29 Questions You Should Ask a Potential Office Tenant Looking to Lease Space**

Listen on Apple Podcast:



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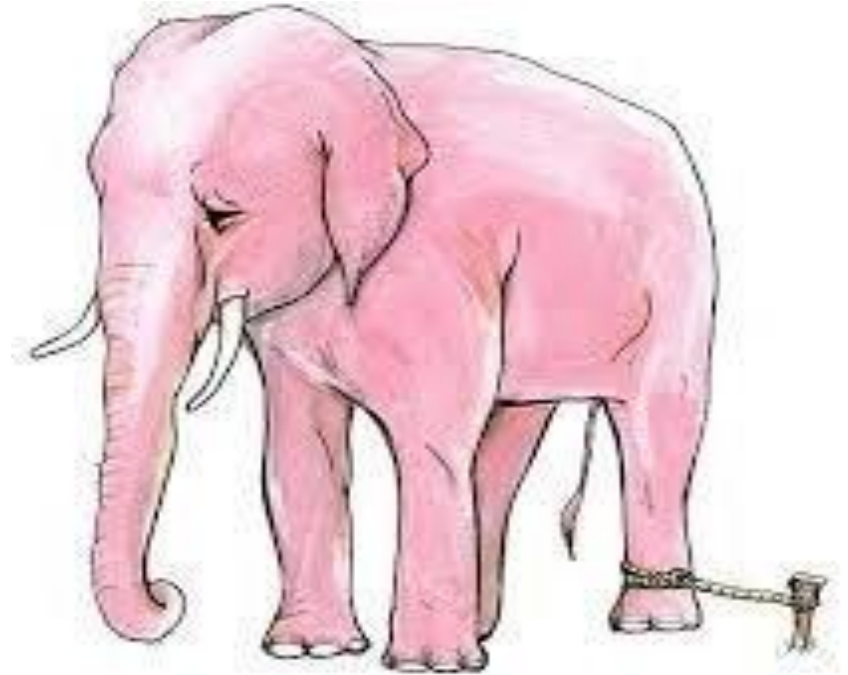
Greatness is Within



You Can Do This

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RESIGNATION



Barriers to Success

10 Things I'm Grateful for

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

10 Things I Want to Attract

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

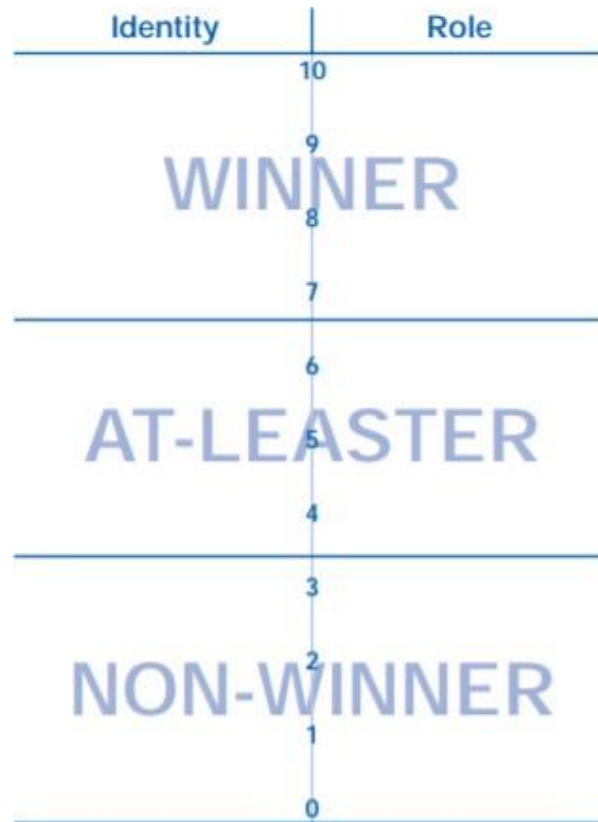
Intentions for Today

Affirmations for Today

HAVING NO PRIORITIES

Barriers to Success

LOW SELF-ESTEEM



MY LEARNING OUTCOMES OVER THE YEARS...

#1 You can ONLY perform in a way that you see yourself conceptually

#2 The less you do the less you like yourself (which means you do less)

MY FIVE POWER BELIEFS

1.

2.

3.

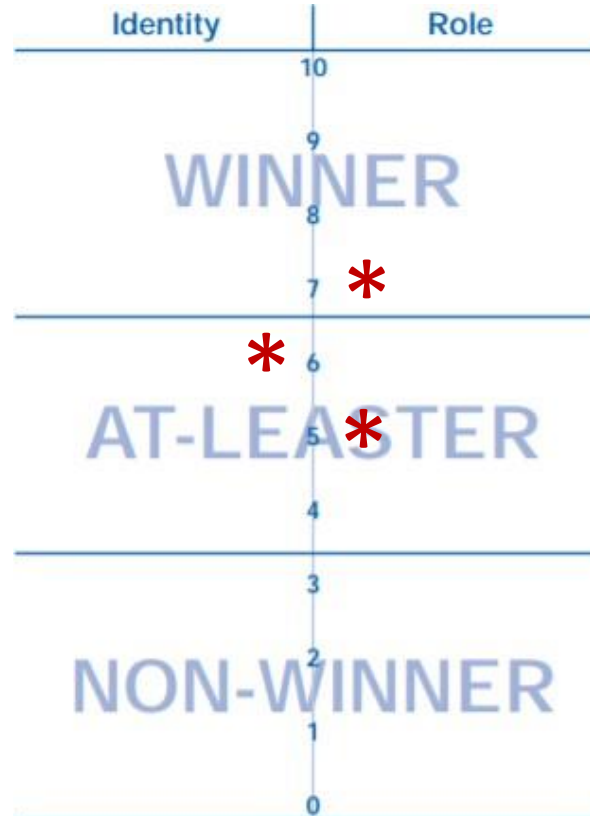
4.

5.

WE ALL HAVE A COMFORT ZONE

Barriers to Success

HOPELESSNESS, DEPRESSION, DISAPPOINTMENT FOLLOWING HIGH EXPECTATIONS, FALSE PRIDE



Barriers to Success

LACK OF CONFIDENCE

Barriers to Success

NEED FOR APPROVAL, FEAR OF REJECTION

Barriers to Success

DEPENDENCE ON OTHERS

(our motivation really comes from within)

NOT KNOWING THE DIFFERENCE BETWEEN NEEDS AND WANTS

Barriers to Success

COLLECTING STAMPS

Barriers to Success

Join Our Facebook Group

<https://www.facebook.com/groups/commercialrealestateforresidentialrealtors>



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Next Session

Commercial Transactional Questions, Part 1

Tuesday, October 22nd, 2024
@ Noon Eastern

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