

HIRC

The High-Risers Club

8.6.2024 – Mindset Training – No Guts No Gain

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: My Success Pyramid**
- **This Week: Steps I Go Through with a Commercial Seller and How I Explain the Three Important Phases I Manage as the Listing Agent**

Listen on Apple Podcast:



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Greatness is Within



You Can Do This

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My Success Pyramid



NO GUTS
No Gain!

Play to win.



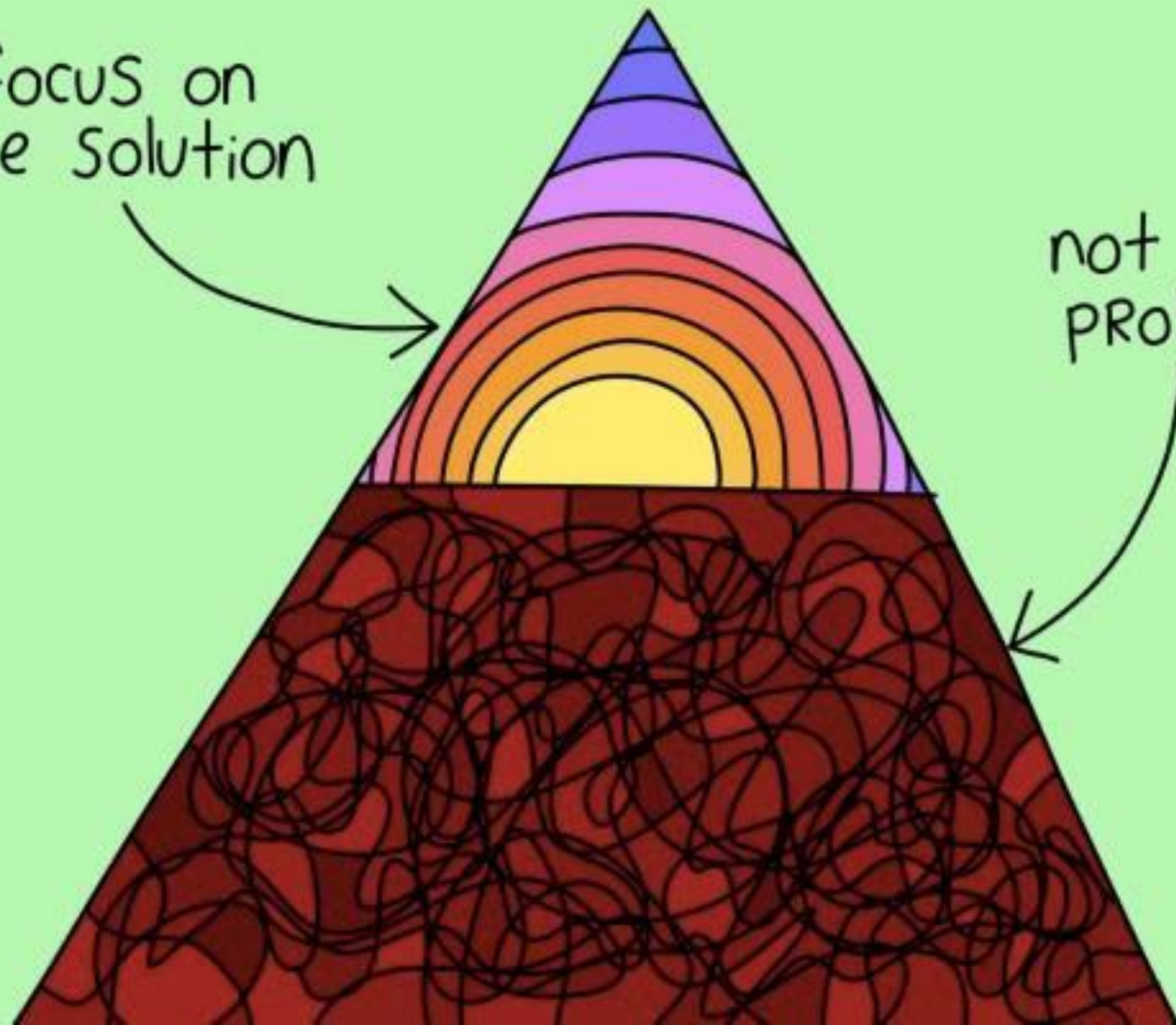
Peak.Sandler.com

First three words u see are your reality.

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focus on
the solution

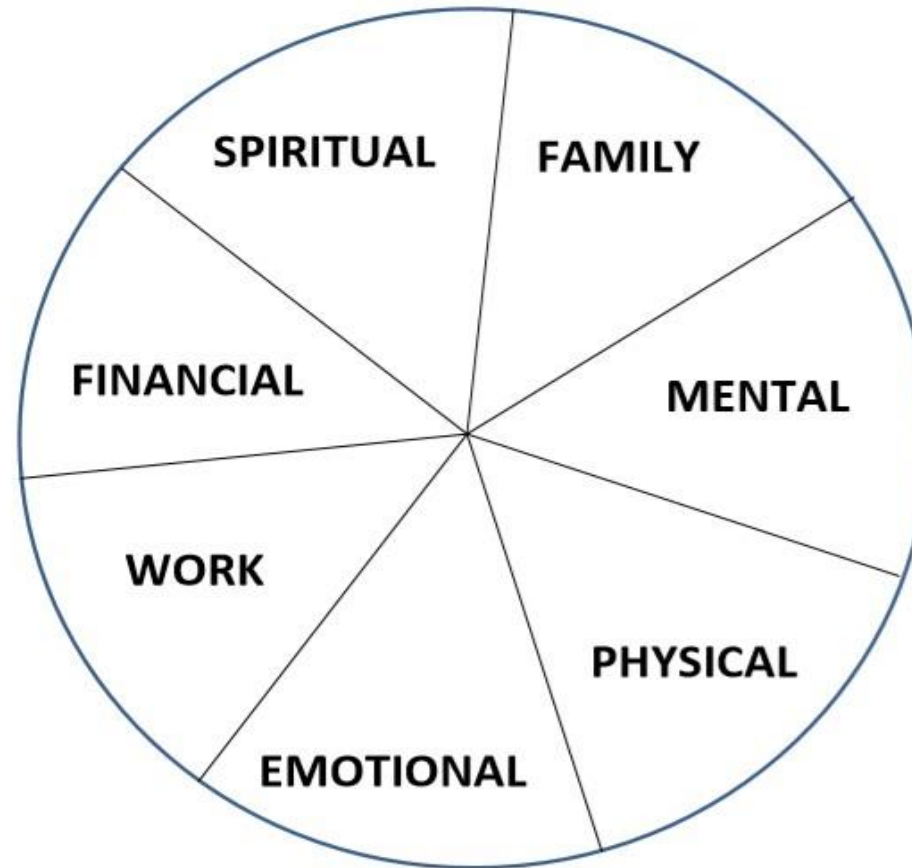
not the
problem



THE NEED FOR LONG & SHORT RANGE GOALS

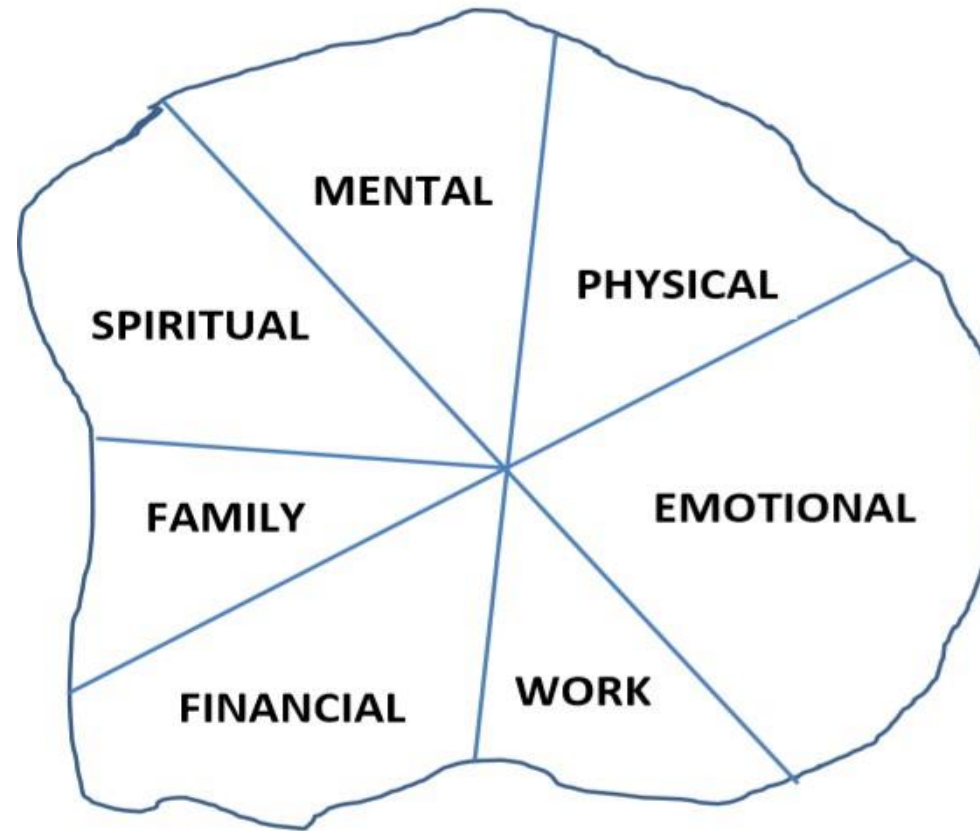
The Building Blocks of Success

Balance Wheel



**THIS IS WHAT YOU LOOK LIKE WHEN YOU
EXPERIENCE THE SMOOTH RIDE OF A
BALANCED LIFE!**

Unbalanced Wheel



**THIS IS WHAT YOU LOOK LIKE WHEN YOU
EXPERIENCE THE BUMPY RIDE OF A
BALANCED LIFE!**

UNDERSTAND WHAT'S HOLDING YOU BACK

LEARN HOW TO FAIL

UNDERSTAND HOW TO TAKE RISKS:

DON'T LOOK FOR GUARANTEES

LEARN TO OVERCOME PROCRASTINATION

AVOID GAMES AND POWER PLAYS

Join Our Facebook Group

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



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Next Session

Ongoing Land Development Approval: Steps I Have Taken

**Tuesday, August 13, 2024
@ Noon Eastern**

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