

SHIFT

Success Happens If Failure Teaches

Real estate is a constant shift...

Market conditions, wins, losses, challenges, opportunities and mindset

The 2023 SHIFT has started and we want you and your team to be the SHIFT

SHIFT RHYTHMS M.A.R.K.

Weekly @ Your Place - office, home, local sporting club (office sponsorship)

MONDAY - 2X	WEDNESDAY - 3X	FRIDAY - 1X
90min	120min	45min
AM - 20 connects PM - 20 connects	AM - 40 connects (Local footy club sponsored by office)	AM - 20 connects
100 connects during the week - 5 (BAP) + 2 (MAP) + 1 (LAP) = 8 appointments		48 weeks x 8 = 384

Committing to a SHIFT mindset in your business will be the platform for sustained growth & success.

The SHIFT weekly goal of 100 connects will on average equal eight appointments per week or 384 appointments for the full year.

This quantity will elevate your mindshare over the next 12 months. Marketshare follows mindshare, social proof & financial rewards follow marketshare.

Conquer the connects and the SHIFT will occur.