

Your Daily Priming of Your Mind and Your Daily/Weekly Accountability

This document was designed to keep our **#8WeekSuccess Real Estate Boot-Camp Participants** on track towards achieving their **Goals**, as well as hold them **Accountable** for their Real Estate Activities on a **Daily** and **Weekly** Basis.

Priming your Mind is a Daily Exercise of both your **Mental Abilities** and **Emotional Wellbeing**. The focus being the development and enhancement of **Business Confidence**, Alert **Mindset**, **Clarity of Purpose**, Enhanced **Focus**, and The Upgrading of your **Good Habits**.

Each Week is composed of **8 Single Pages**, one for each day of the week, and one **Weekly Aggregate total** to help in the assessment of **Weekly Progress** and/or Challenges.

Each participant is advised to get a **Binder**, a 3-hole puncher, and to print weekly the 8-Page document and fill it daily.

This is **not** an easy exercise - and for the ideas to gel properly the participant must understand that **Good Habits** take 8 to 12 Weeks in order to become Organic and **Significant** in the life of the Professional. These ideas will become entrenched if you **Self-Discipline** yourself to doing the work daily.

Each Daily sheet is made up of **2 Major Parts** – The **Morning** activity and the **Closing of the Day** activity and **Statistics** assessment. We get in life what we **Measure**; so it is highly demanded of you to welcome these activities; they will pay you back multiple folds.

Some Thoughts to Keep in Mind:

- The Week of Real Estate starts **Saturday Morning** and Ends **Friday Night**.
- This **Weekly Mind Priming and Accountability Planner** is a 9-Page Document. One Page of Understanding; 7 Pages for each Day of the Week; and One Page for the recapping of the **Weekly Totals**.
- Keep writing by hand and repeating **Daily** your **Financial Goals, Listings' Goals, and Deals Closed Goals**, to train your Brain to **Visualize them**. You May alter them after a few weeks.
- If you **commit** to this 7-Day Plan; Work it Daily; Engage it **Courageously** with your Success Partners; You will be stunned by the flow of Success and Accomplishments you will **manifest** in your Life!



Key Yessaad is a Real Estate **Mind-Set Trainer**, Mentor, Internet Strategist, and creator of **The #8WeekSuccess Boot-Camp Program**. Key has been a Trainer and Business Coach for the past 15 years focusing especially on empowering Agents develop **the Skills and Habits of Prospecting**, Web Services, SEO Strategies, Time Blocking, Blogging, Internet Marketing, Lead Generation, and **Listing Success**. (910) 538-6610 - <http://bit.ly/KeyYessaad>

Saturday, _____, _____, 20____

Full Name: _____

If today is your **Day Off**, you may choose to selectively fill-in only that which resonates with you! _____

"Me-Time" Morning Activities: _____

Read your Chosen Business Book for 10 minutes minimum: Title: _____

Write in your Journal, or here, the thoughts that were triggered or you are thinking about: _____

My Goals by December 31st, 2021: Financial Goal: _____ Real Estate Listings: _____ Closed Deals: _____

Grab your "Mindset Boss Script" and read it **out loud** then fill-in the following 3 Daily Prompts:

Today I will Focus on: _____

Today I will Let Go of: _____

Today I am Grateful for: _____

My Main Affirmation for Today: _____

Text your Success Partners an intentional, positive Message of Encouragement for the day: _____

END OF DAY – I Positively Evaluate my Total Real Estate Activities and Statistics:

- Number of Real Estate Prospecting Phone Calls made: _____.
- Number of Calls that went well or were effective (*not necessarily became a deal*): _____.
- Number of Face to Face and Doors' Conversations Attempted: _____.
- Number of those Face to Face/Doors you feel went well or were effective: _____.
- Number of Presentations and Consultations held: _____.
- Number of Presentations and Consultations that went well or were effective: _____.
- Number of Listing Agreements Signed: _____. # of Buyers' Agreements Signed: _____.
- Number of Closings Checks Earned Today: _____. Total Commission Earned Today: _____.

END OF DAY Thoughts and Feelings: _____

Remember Going to Bed Early gives you more "Me-Time" in the a.m. and more Time for Planning your Business.

Sunday, _____, _____, 20____

Full Name: _____

If today is your **Day Off**, you may choose to selectively fill-in only that which resonates with you! _____

"Me-Time" Morning Activities: _____

Read your Chosen Business Book for 10 minutes minimum: Title: _____

Write in your Journal, or here, the thoughts that were triggered or you are thinking about: _____

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Full Name: _____

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Tuesday, _____, _____, 20_____

Full Name: _____

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"Me-Time" Morning Activities: _____

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Wednesday, _____, _____, 20____

Full Name: _____

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Write in your Journal, or here, the thoughts that were triggered or you are thinking about: _____

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Thursday, _____, _____, 20____

Full Name: _____

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"Me-Time" Morning Activities: _____

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- Number of Closings Checks Earned Today: _____. Total Commission Earned Today: _____.

END OF DAY Thoughts and Feelings: _____

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Friday, _____, _____, 20____

Full Name: _____

If today is your **Day Off**, you may choose to selectively fill-in only that which resonates with you! _____

"Me-Time" Morning Activities: _____

Read your Chosen Business Book for 10 minutes minimum: Title: _____

Write in your Journal, or here, the thoughts that were triggered or you are thinking about: _____

My Goals by December 31st, 2021: Financial Goal: _____ Real Estate Listings: _____ Closed Deals: _____

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END OF DAY Thoughts and Feelings: _____

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Totals and Accountability for the Week ending Friday, _____, _____, 20_____

My Full Name: _____

Download My Mind and **Close-Out** my Week – Write Down the Thoughts that are floating in My Mind: _____

Reflections on My **Professionalism** for the Week: _____

I will Stay Focused on my **Goals** and NOT Let minor distractions cause me to go off-track.

My Goals by **December 31st, 2021: Financial Goal:** _____ **Real Estate Listings:** _____ **Closed Deals:** _____

END OF WEEK TOTALS – I Positively and Courageously Evaluate my **Weekly Totals, Real Estate Activities, and Statistics:**

- Number of **Real Estate Prospecting Phone Calls** made for the Week: _____.
- Number of **Calls** that **went well** or were effective (*not necessarily became a deal*): _____.
- Number of Weekly **Face to Face and Doors' Conversations Attempted:** _____.
- Number of those Face to Face/Doors I feel **went well** or were effective: _____.
- Number of **Presentations and Consultations** held for the Week: _____.
- Number of **Presentations and Consultations** that **went well** or were effective: _____.
- Number of **Weekly Listing Agreements Signed:** _____ . # of **Weekly Buyers' Agreements Signed:** _____.
- Number of **Closings Checks Earned this Week:** _____ . **Total Commission Earned this Week:** _____.

End of Week Thoughts and Feelings: _____

Plans and Projects for the coming Week: _____

During the #8WeekSuccess Boot-Camp, starting Saturday Apr 10th, take a Screenshot or Pic of this filled-in sheet and send it to your Success Partners and to Key (910) 538-6610 or trainer@realestatewebtrainer.com – I only need to receive this sheet, Not the daily ones.