

# Priming Your Mind Daily and Your Daily/Weekly Accountability

This document was designed to keep **#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 **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 **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 **Daily** your **Financial Goals**, **Listings' Goals**, and **Deals Closed Goals**, to train your Brain to Visualize them.
- 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 June 30<sup>th</sup>, 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: \_\_\_\_\_

My Goals by June 30<sup>th</sup>, 2021: Financial Goal: \_\_\_\_\_ Real Estate Listings: \_\_\_\_\_ Closed Deals: \_\_\_\_\_

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- Number of Closings Checks Earned Today: \_\_\_\_\_ . Total Commission Earned Today: \_\_\_\_\_.

END OF DAY Thoughts and Feelings: \_\_\_\_\_

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**Monday**, \_\_\_\_\_, \_\_\_\_\_, 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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**END OF DAY Thoughts and Feelings:** \_\_\_\_\_

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**Tuesday**, \_\_\_\_\_, \_\_\_\_\_, 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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**END OF DAY Thoughts and Feelings:** \_\_\_\_\_

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Wednesday, \_\_\_\_\_, \_\_\_\_\_, 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: \_\_\_\_\_

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- 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: \_\_\_\_\_

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Thursday, \_\_\_\_\_, \_\_\_\_\_, 20\_\_\_\_ Full Name: \_\_\_\_\_

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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: \_\_\_\_\_

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

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# Totals and Accountability for the Week ending Friday, \_\_\_\_\_, \_\_\_\_, 20\_\_

Full Name: \_\_\_\_\_

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

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Reflections on My **Professionalism** for the Week: \_\_\_\_\_

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Staying Focused on **Goals** and NOT Letting minor distractions cause me to go off-track.

**My Goals** by **June 30<sup>th</sup>**, 2021: **Financial Goal:** \_\_\_\_\_ **Real Estate Listings:** \_\_\_\_\_ **Closed Deals:** \_\_\_\_\_

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**END OF WEEK** – I Positively 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**: \_\_\_\_\_

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**Plans** and **Projects** for the coming Week: \_\_\_\_\_

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During the #8WeekSuccess Boot-Camp, starting Saturday Dec 12<sup>th</sup>, take a Screenshot or Pic of this filled-in sheet and send it to me, Key (910) 538-6610 or email [trainer@realestatewebtrainer.com](mailto:trainer@realestatewebtrainer.com) – I only need to receive this sheet, Not the daily ones.