

***“Fear limits you and your vision.  
It serves as blinders to what may be just a few steps down the road for you.  
The journey is valuable, but believing in your talents, your abilities,  
and your self-worth can empower you to walk down an even brighter path.  
Transforming fear into freedom - how great is that?”***

*-Soledad O'Brien*

If you are already here, you know you are on a path to start something great. You chose a great brokerage to call home, and are ready to roll up your sleeves to start building your personal empire in commercial real estate. Hopefully, your vision is courageous enough to be looking at this road as an agent, a business owner, a collaborative member of the brokerage community, and ultimately as an investor.

Before we get into the first sentence about commercial real estate, I want to share with you the most valuable 3 things you can keep in your toolbox through the totality of your successful brokerage career. These all point to a nucleus inside you, to the powerhouse you will push yourself with, and in the vault you will continue to build and store your knowledge in. Your mindset. Like most courageous ventures, this is not a path for the weak of mind. Your success is unlimited, so long as your mindset insistently focuses on your goals. Much of what we work through together in our classes, workshops, and assignments, will work to encourage your mindset. If you lead your goals with positivity, belief that you are capable, and vision to execute your goals- this is going to be an exciting and fun ride. If you greet your business with anxiety, fear, and begrudgement- be ready to get those things back from your business.

## a willingness to learn

Daily commit to show up for your personal growth, and ability to stretch beyond what feels comfortable. Be eager to daily learn something, that leaves you a better agent and person than you were the day before.

## coachability

Daily be coachable in every direction. Take knowledge from others, improve yourself from your mistakes, launch from your success, put defensiveness aside, and learn to rapidly implement what you are learning.

## be accountable

Daily hold yourself accountable to the goals you set, the success you want, the things you say you will do, and the honesty with which you treat yourself, your business, and others. Show up, and speak up.

If you show up authentically positive in your business, ready to tackle limiting beliefs, and eager to meet big goals, this career holds limitless potential for just about anyone. Don't allow your mindset to pull you off track- daily check in with it, and daily insist the best of it.

Let's get to work!

