Memorize and practice the following techniques:

Today’s lesson: Using Your Imagination to Achieve Your Goals

You can use your imagination as a relaxation technique. You can also use it for achieving any goal.

Top coaches and athletes know the importance of imagery in playing the game. Going over strategies and practicing the events of the game bring it to life for the player. These images are rehearsed and reviewed in practice and in the imagery process. This ensures that the eventual performance in the game will provide the practiced response for both the mental image and the body memory of the player.

Now in Real Estate why not use that tool as a technique for achieving your goals in business. Take some time out right before each presentation and find a comfortable place, relax and allow your imagination to bring you through the presentation with the desired result. Now remember to activate all of your senses and make the experience real.

Review in your mind all the questions that may come up in the presentation, confidently answer them and project leadership and confidence in your role of the professional presenter.
You will not only be rehearsing in your mind all of the steps necessary to complete your presentation, but you will also be programming your intention for success.

Your active imagination will help you pre-experience the achievement of your goals. It will also give you the self-confidence that you need to perform at your optimum level of effectiveness.

Then imagine yourself filled with compassion and understanding for your client and you will carry this forward into the presentation.

Help them to understand that you are available to provide information so they can make the best decision at this time. Your goal is to serve them and you want them to feel confident in your ability.

Your assignment is to close your eyes right before your Seller Presentation and right before your Buyer Presentation. See yourself going through the steps, answering the questions confidently and getting the signature prior to them arriving.

UNTIL NEXT TIME...SEE IT, SAY IT, IMAGINE YOUR GOAL AS REAL!
Using Your Imagination
to Achieve Your Goals

Assignment

1. Your assignment is prior to the appointment take some time and close your eyes right before your Seller or Buyer Presentation.

2. Now visualize yourself going through the steps with the Seller or Buyer answering all of the questions confidently.

3. Then visualize yourself getting the signature from the Seller or Buyer.

4. Make this visualization real for yourself. Feel the confidence of a successful presentation.