

# Dario's Mission

**To Create 1000  
Financially Free Real  
Estate Entrepreneurs  
Within the Next 3 Years**

# Welcome to Week One

## Goal Setting

Setting expectations and the right mindset

# Agenda Outline

1. Your Habits Will Determine Your Future
2. It's All About Focus
3. What's Your Big Picture
4. Creating Optimum Balance
5. It's All About Building Excellent Relationships

# Your Habits Will Determine Your Future

- Successful People Have Successful Habits
- Your Habits Will Determine Your Future
- Your Habits Will Determine Your Quality of Life
- The Result of Your Bad Habits Usually Don't Show up until Much Later in Life

# Your Habits Will Determine Your Future

- You Can Turn Negative Consequences Into Positive Rewards
- *Simply By Changing Your Habits Now*

# Your Habits Will Determine Your Future

Once a New Habit is Well-Developed it  
Becomes Your New Normal Habit

- Developing Successful Habits Takes Time
- Up to 90 Percent of Our Normal Behavior Is Based on Habits
- Quality is Not an Act...It's a habit

If You Keep On Doing What You've Always Done...  
*You'll Keep On Getting What You've Always Got*

# Your Habits Will Determine Your Future

## How To IDENTIFY Bad Habits...

Be Aware of the Habits that are Not Working for you

*Create a list of bad habits....*

- Not Returning Phone Calls on Time
- Being Late for Meetings and Appointments
- Talking Instead of Listening
- Hitting the Snooze Alarm Several Times in the Morning before Getting Out of Bed
- Eating At Irregular Hours
- Taking Work Home with You
- Having Your Cell Phone on all the Time

# Your Habits Will Determine Your Future

- Your Habits and Belief System are a product of Your Environment

## How To Change Bad Habits...

- Develop the Habit of Changing Your Habits
- Become Aware of Your Bad Habits
- Consciously Work at Changing Your Bad Habits and Replacing them with New Positive Habits

# Your Habits Will Determine Your Future

## The Successful Habits Formula

- **Clearly Identify Your Bad or Unproductive Habits**
- **Define Your New Successful Habits**
- **Create a Three-Part Action Plan to Implement a New Positive Habit to Replace an Old Bad Habit**

# It's All About Focus

- Focus on Your NATURAL Talents
- Practice Practice Practice
- Discover Your Brilliance
- Are You a STARTER or a FINISHER?

## It's All About Focus

If You are Feeling SWAMPED Get Help!!!

Learn To Let Go of the “Stuff” in Your Life

- How Much is Your Time Worth???

# It's All About Focus

## The 4-D Solution

1. Dump it...Learn to Say NO
2. Delegate It...Hand it over to Someone Else
3. Defer It...Set a Specific Time at a Later Date to Deal with It
4. Do It...Move Forward

# It's All About Focus

The Power of NO

Yourself

Other People

The Telephone / Email

*Success Isn't Magic...It's Simply Your Focus*

# What's Your Big Picture

## The Top-10 Goals CHECKLIST

1. Your most important Goals must be YOURS
2. Your Goals must be Meaningful
3. Your Goals must be Specific and Measurable
4. Your Goals Must be Flexible
5. Your Goals Must be Challenging and Exciting
6. Your Goals Must be in Alignment with Your VALUES
7. Your Goals Must be Well Balanced
8. Your Goals Must be Realistic
9. Your Goals Must Include Contribution
10. Your Goals Must be Supported

# What's Your Big Picture

## Your Master PLAN

- Review the Top-10 Goals Checklist
- Go for the Gusto-101goals
- Create a Picture Goal Book
- Use an Idea Book
- Visualize, Think, Reflect, and Review
- Develop Mentors and Mastermind Groups

# Creating Optimum Balance

A Proven System For Creating Optimum Balance

1. Action: Concentrate on the most Important activities that will move you towards accomplishing your Goals
2. Learning: Expand Your Knowledge Through Reading, CD's, DVD's, Mentoring, Courses
3. Exercise: Re-energize for at least 30 min per day
4. Relaxation: Eliminate Daily Stress. Nap, Meditate, Listen to Music, Family Time
5. Think: Take Time to Reflect on the Day. Review Goals, Visualize, Develop New Ideas, Write in your Journal

# It's All About Building Excellent Relationships

Say NO to TOXIC People

The Three Big QUESTIONS

1. Do I Like Them?
2. Do I Trust Them?
3. Do I Respect Them?

Fire all of Your Bad Clients / Friends and Focus on the Good ones

Be Totally Open to Feedback

# It's All About Building Excellent Relationships

Remember for things to Change *You Have to Change*

How to Find a Great Mentor

1. Identify the Target
2. Select Your Mentor Candidates
3. Create a Strategic Plan

# It's All About Building Excellent Relationships

## Master Mind Groups

1. Select the Right People
2. Everyone Must Make a Commitment to the Group
3. Decide Where, When, How Often and How Long You will Meet
4. What will You Talk About

# Home Work For Next Week

- Be Aware of the Habits that are Not Working for you
- *Create a list of bad habits You Want to Change*
  - Not Returning Phone Calls on Time
  - Being Late for Meetings and Appointments
  - Talking Instead Of Listening

## The Successful Habits Formula

1. Clearly Identify Your Bad or Unproductive Habits
2. Define Your New Successful Habits
3. Create a Three-Part Action Plan to Implement a New Positive Habit to Replace an Old Bad Habit

# Home Work For Next Week

Create Your 3 Month / 6 Month / 1 Year Goals

## The Top-10 Goals CHECKLIST

1. Your most important Goals must be YOURS
2. Your Goals Must be Meaningful
3. Your Goals Must be Specific and Measurable
4. Your Goals Must be Flexible
5. Your Goals Must be Challenging and Exciting
6. Your Goals Must be in Alignment with Your VALUES
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8. Your Goals Must be Realistic
9. Your Goals Must Include Contribution
10. Your Goals Must be Supported

## What We Will Cover Next Week

6. Building Your Confidence
7. Always Ask For What You Want
8. Consistent Persistence
9. Taking Decisive Action
10. Living On Purpose



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