



3 tips for making money with your mindset

Think about what you really want out of your business, stay positive and manifest your success -- **Dr. Hank Seitz** --

1. Think about what you want

All agents want more great clients, but the vast majority think more about the bad clients they've had than the good ones. Sure, processing the bad client experiences you've had is fine, but they shouldn't always be on your mind.

If you want more good clients, you have to spend more time thinking about them.

Form a clear picture in your mind of the clients you desire, and revisit it frequently throughout the day.

If there's something else you want — like to make more money in real estate, for example — apply the same process. For additional aids, consider journaling or utilizing affirmations.

2. Stay positive

Obviously, actively monitoring your thoughts throughout the day would make it difficult to get much done. Fortunately, Dr Seitz has a simple, effective alternative: monitor your feelings. By observing

your mood throughout the day, you can take

effective steps toward improving it and staying positive.





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After a negative experience with a client, for instance, acknowledge your feelings. By attempting to ignore or suppress negative emotions, you actually dwell on them longer, which is bad for your mental health and will undoubtedly hurt your chances of manifesting success.

3. Manifest success

The last step is what really counts, and it also happens to be the easiest of the three to tackle. By simply practicing the first two steps consistently, you'll complete the third and final step by default.

According to Dr. Seitz, maintaining the right mindset and putting that positive energy out into the universe is enough to manifest your desire to succeed in real estate.

While it may sound unusual, some of the world's most successful people practice this system, whether they know it or not. Try it yourself and see what happens. At the very least, your outlook will change for the better, and that alone can make a huge difference.

Next Meeting is March 26, 2019

