

# QUANTUM'S MASTERS™

## NEXT LEVEL COACHING MEETING OUTLINES

\*\*\*\*\*

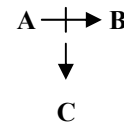
### MEETING #1

1. Welcome
  - 7– 8 weeks—Soquel
  - Where are we going? A general overview of the program.
  - Your group—I am a facilitator
  - Your active participation will improve your experience.
2. Probe/Shape Group—Keep notes—(write 3 Q's on Board)
  - Where do you feel your are in your career?
  - What is the primary obstacle or barrier to getting to where you want to be in your career or life?
  - If you could get one thing from me or out of this group what would it be.
3. Calendar group meeting dates and time.
4. Foundation agreement
  - This is a model
  - Invite input and discussion “Is it okay to be late?”
  - Get consensus
  - Have them sign
5. Set tone for group

You already know how to sell homes

  - Not an accountability group
  - Group what you want it to be
  - Great balance in your life
6. Guitar Story
  - Areas of focus to create balance and integration of vision
    - ⇒ Business
    - ⇒ Personal life
    - ⇒ Health / Recreation
    - ⇒ Family and Relationships
  - First 5 meetings are extensive analyses of your business and assistance in developing a vision for each of the 4 areas of life.
  - Final 2 - 3 weeks - develop your visions for 4 areas and integrate them into your life.
  - Are we clear on what the group is, and where we are going?
7. Review (issues and discussions pop up throughout course)
  - N.I.P. Read “More Money in Less Time” article
  - And Logic
  - Suspect - prospect - client
  - Encourage to re-take S.E.L.L.
  - Start keeping track of N.I.P. time in their schedule, P time with real clients, marketing time
8. Review Pre-Business Plan work sheets

Encourage to complete



9. Commitment work sheets for Week 1
  - Make commitments that move your career towards  
“Increase productivity and freedom by working less, not more”
  - 1 for each area , share commitments out loud

\*\*\*\*\*

**MEETING #2**

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Review pre-business plan
  - Everybody shares
  - Re-do if necessary and bring back next week
4. Give out full Business Analysis (not last page)
  - Review complete past year only - not “plan year”
5. Discuss tracking I & P time - N Time not productive - causes slumps
6. Commitments for week -1 each area

\*\*\*\*\*

**MEETING #3**

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Discuss glass ceilings programmed into our life
4. Review completed pre-business plans
  - Briefly confirm completion and answer any questions
5. Review Business Analysis
  - Everybody shares. Complete for next week.
6. Discuss tracking I & P time-What do they use for time management - need to plan and control time and future schedule
7. Commitments for week -1 each area

\*\*\*\*\*

**MEETING #4**

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Review Business Analysis
  - Confirm completion, share information and answer any questions
  - Collect copy of pre-business plan and business plan for analysis
4. Discuss tracking I & P time. Time management, prioritization of time, using AND logic helps control the chaos of our business. Crisis management holds you back.
5. Commitments for week -1 each area
6. Ask for copies of completed business plan to review before next meeting.



\*\*\*\*\*

**MEETING #5**

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Review business plan analysis
  - Analyze 2 or 3 business plans, offer to do others “one-on-one”
4. Distribute Master Business Analysis (page 10)
  - Have agents complete Plan Year in Business Analysis
5. Discuss tracking I & P time - review J.B.J. concept -system to create quality leads consistently
6. Commitments for week -1 each area

\*\*\*\*\*

**MEETING #6**

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Validate process. What did each person learn from business analysis presentation, and how will it affect their business plan for next year?
4. Start balance and integration into life talk. Have been working on 4 commitment areas to probe your thoughts on what you’re trying to achieve.
5. Present Vision concept and Worksheet. Homework - write a vision for each of the 4 areas
6. Review Master Business Analysis (page 10) and Plan Year in Business Analysis
  - Share information, look for problems
7. Discuss tracking I & P time. Homework - Do T.I.P. Analysis for previous 4 weeks.
8. Commitments for week -1 each area
9. Get a copy of vision statement before meeting to review

\*\*\*\*\*

**MEETING #7**

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Review Vision Concept
  - Hand out vision worksheet, discuss examples
4. Each person reads their business vision statement
  - Critique and refine - discuss as group
5. Homework - rewrite visions and add one bulleted commitment you make to each that will support or cause the vision to become reality
6. Review T.I.P. Analysis for previous 4 weeks.
7. Commitments for week - 1 each area

\*\*\*\*\*



\*\*\*\*\*

## MEETING #8

1. What good happened this week?
  - New listing - closed escrows - opened escrows, etc.
2. Review commitments
3. Review completed Vision Statements-each person reading a vision statement
  - Are they now affirmative? (it affirms)
5. Set agents up to work in groups to review Vision Statements and make commitments weekly.
6. Discuss - worksheet on language. Use to support partner agent in achieving commitments.



# VISION WORKSHEET

Purpose of a Vision Statement is to focus you on what is really important to you and not on what is not important or supports failure. If time management is important, make it important and integrate that into your vision. "I am known for being on time. I am good at managing my time, therefore creating efficiency in my life." Your vision will cause you to modify activities that are supporting failure. A vision is about seeing and owning an experience before it happens. You need to *be* it before you will *become* it.

Write one paragraph for each area of commitment.

---

Business

---

Personal

---

Health and Recreation

---

Family & Relationships

---

Write each paragraph in the present/now affirmative (it affirms) not affirmations. An affirmation is a goal, it affirms an action. An affirmation is reciting a thought, it is not who you are. A vision is a picture in your mind of who you are, and who you will be. You are living your current vision. Most of your daily decisions are on automatic pilot - programmed by your current vision. You are what your current vision will accept. If you want to change you need to reprogram your subconscious with a new vision.

---

I am making money.

---

I effortlessly and easily find the time for family and work.

---

I mail and call my total Jelly Bean Jar monthly.

---

I receive 2 referrals per month from my Jelly Bean Jar.

---

A vision programs the brain, shapes how the brain sees things. Your unconscious mind allows your past experience (NOISE) to affect your now, today decisions. Your unconscious minds' goal is to attract you away from the changes you want to make. A vision reprograms your subconscious. Your vision is often in conflict with your subconscious and works on reprogramming your subconscious. Your subconscious has its own pre-programmed vision that is affecting your decisions. It trains the brain to see things like we want it to see things. This process brings your vision into reality by shaping the mind. A vision statement says...

---

This is who I am.

---

I do this.

---

This happens to me.

---

A clear vision is about who you are, and where you are going. It pulls you to your vision of the future through glass ceilings. Your barriers to success become irrelevant. It changes from what might happen, or you want to happen, to what will happen. A true vision plays a strong roll in creating an outcome. Visions shape and organize the future, creating your reality. Visions are very powerful.

## Paul's Business Vision

I create and attract positive energy in my business life. Opportunity surrounds me and comes to me easily. I look for the best in the staff and agents that surround me daily and I enjoy their success. I create a win – win situation in all business relationships and negotiations. My leadership within the company is positive, informative and inspiring. I am a good listener and communicator. I am a student of the real estate business and I am recognized as a visionary and leader in the industry. I contact my Jelly Bean Jar weekly (Bailey Properties' staff and agents). I work 40 hours of quality time per week. I prioritize and plan my time so that I do the most productive things possible. My business efforts are providing a future of abundance for my family. My actions cause success for myself and those around me.

