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# Be. Do. Have.

The 3-part formula to get what you want in 2025



TF  
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*Areas of Expertise: Systems, Scaling, Time Management, Agent Productivity, Leadership and Culture.*



# Outcomes

 What Sellers are thinking

 Why agents fail

 Build your daily plan

 Make it Happen



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# WHAT SELLERS ARE THINKING



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# NAR: 2024 Profile Buyers + Sellers



87% of Sellers would use  
their agent again or  
recommend them to  
others



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81% of Sellers contacted  
only 1 agent before finding  
the right agent they  
worked with to sell their  
home



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66% of Sellers used an agent that was referred to them or they used an agent they had used in the past



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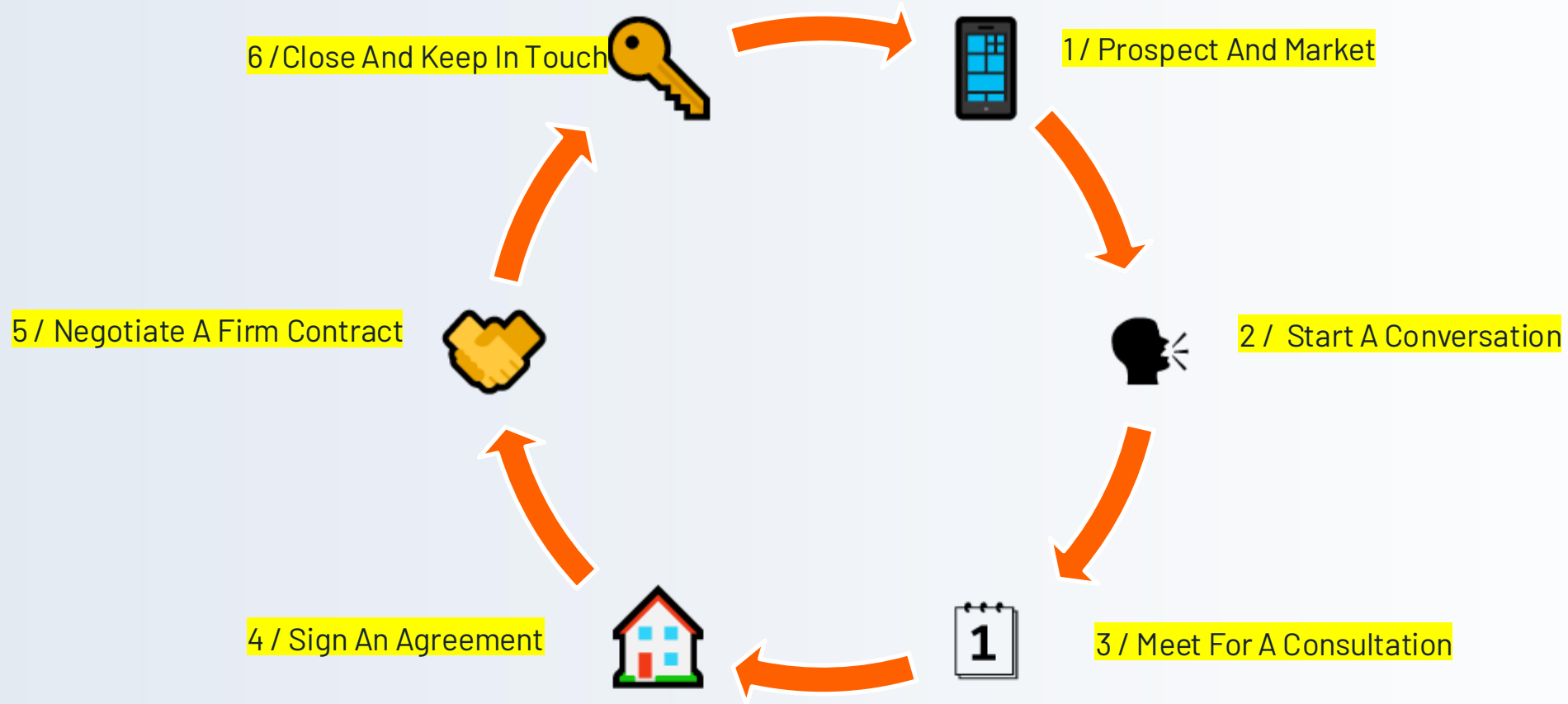


# WHY AGENTS FAIL



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# This is your business

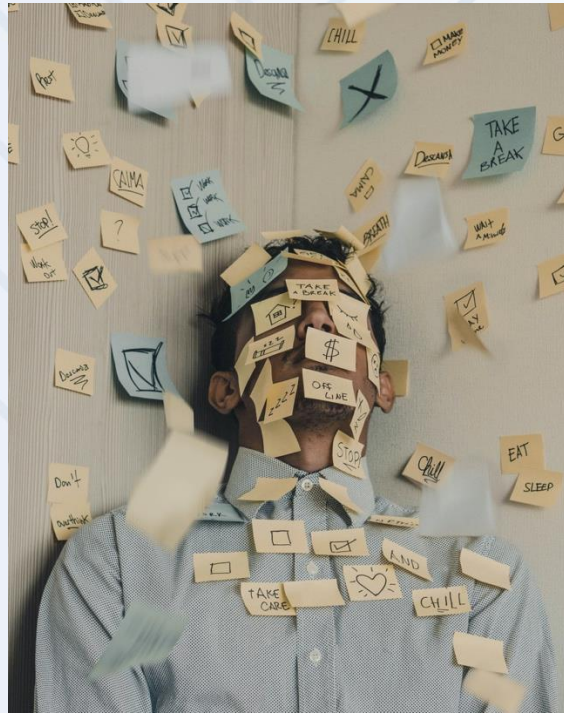




# The 3 agents



Hope



Bob



Miles



# Hope

No schedule, calendar is blank

Waiting for the phone to ring

Does not have anyone that needs to buy or sell

Blames the market for her lack of business

Hope is not a strategy



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# Bob

## Can't follow a schedule

Reacts to every "gotta minute"

Forgets to follow up, minimal repeat business

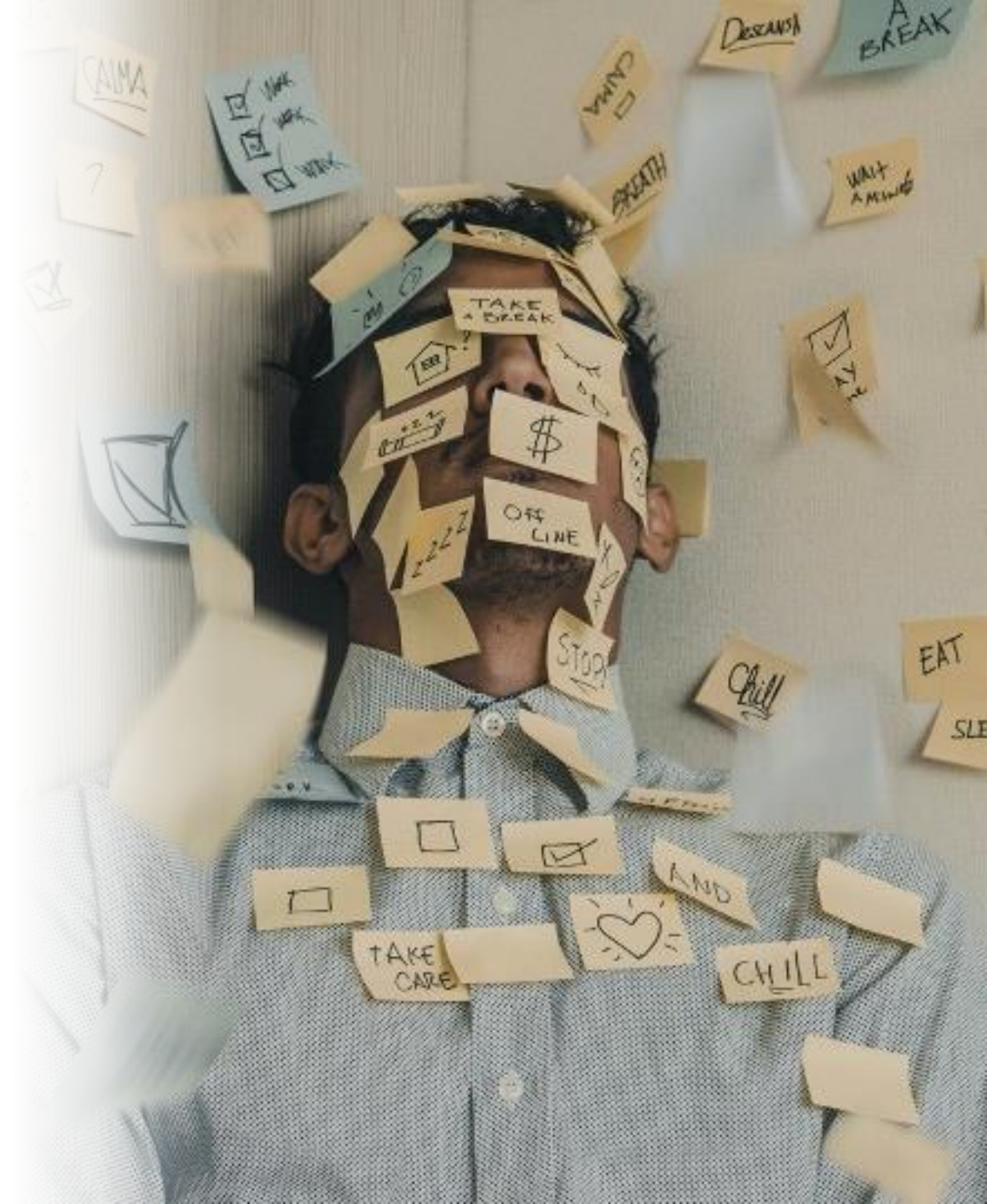
## Not creating content

Not tracking

## No time for self-care, cancels on family and friends



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# Miles

Follows a time blocked schedule

Business is thriving – has a formula

Has a strong brand

Has time for family and friends

He is healthy, wealthy, happy, growing



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# HAVE

🏆 Annual Goals + Vision

🏆 1 year + 3 year



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DO

- ✅ Decisions + Outcomes
- ✅ 90 Day Plans



HAVE

- 🏆 Annual Goals + Vision
- 🏆 1 year + 3 year



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## BE

- 🐮 Bullish Execution
- 🐮 Every DAY no matter what
- 🐮 Every WEEK no matter what
- 🐮 Every MONTH no matter what



## DO

- ✅ Decisions + Outcomes
- ✅ 90 Day Plans



## HAVE

- 🏆 Annual Goals + Vision
- 🏆 1 year + 3 year



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# BUILD YOUR DAILY PLAN



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# The Daily 5 to Thrive

Start with a morning routine, power down with an evening routine, and every workday do this

1. Track yesterday's performance
2. Study the market
3. Generate appointments
4. Go on appointments and get contracts signed
5. Build your brand



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# Morning Routine

- ☀ Same time every day
- ☀ Cardio
- ☀ Affirmations + Gratitude list
- ☀ Feed your brain with knowledge
- ☀ Read your Quarterly Plan
- ☀ Visualize the day



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# Evening Routine






- 🍷 Prepare for tomorrow
- 🍷 Debrief on affirmations
- 🍷 The K.I.S.S. questions
- 🍷 Meditate
- 🍷 Sleep



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# Mornings [in office]

-  Track performance
-  Study the market
-  Role play and scripts
-  Prospect + generate appointments
-  Huddles, admin work late am



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# Afternoons [outside of office]

- ☕ Equity Reviews
- ☕ Consultations
- ☕ Property tours
- ☕ Coffee meetings
- ☕ Create content, build your brand



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# Pick colors for blocks

Your health and happiness

Friends and family time

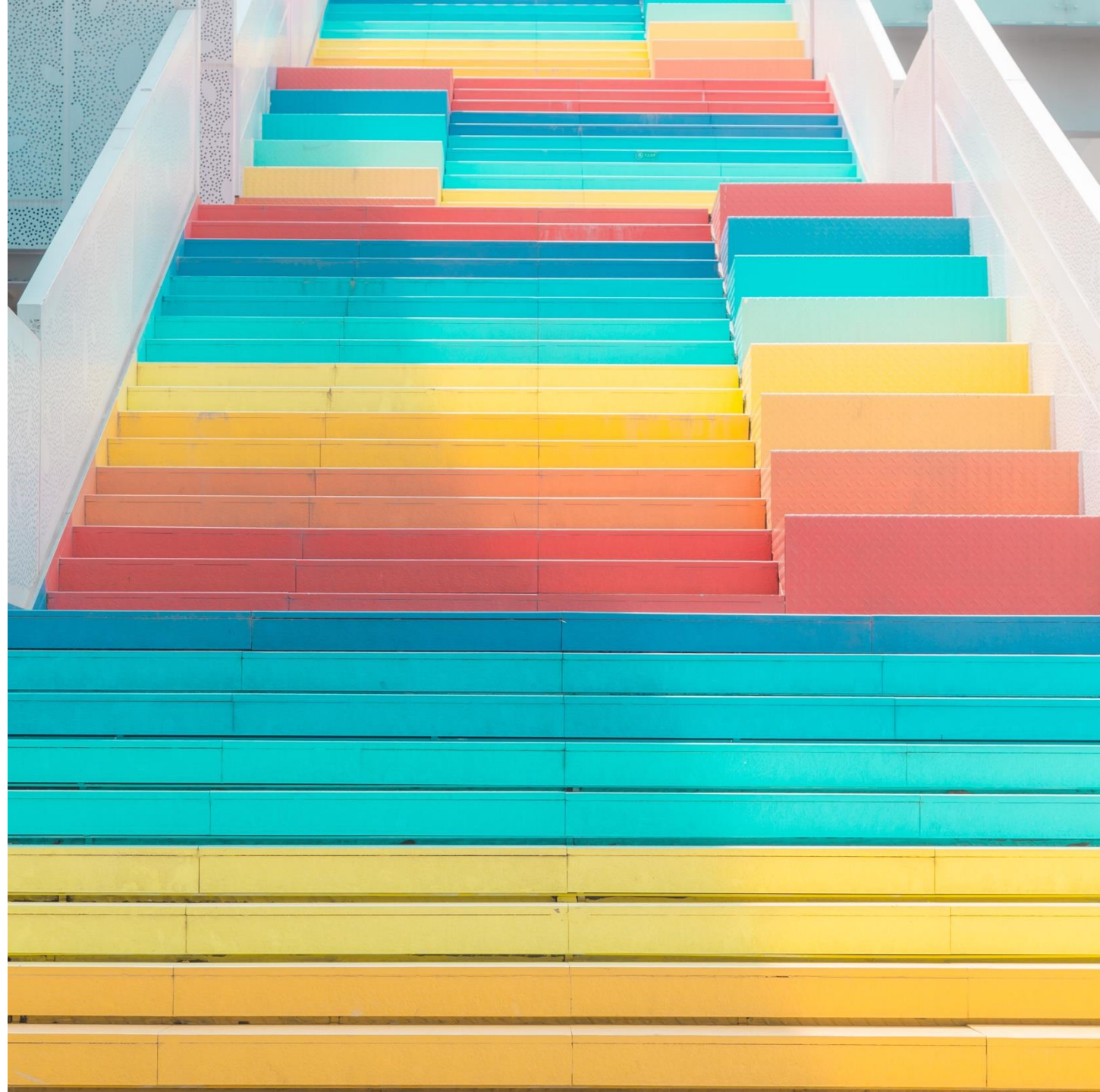
Work IN the business

Work ON the business

Flex time, do nothing!



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MAKE IT HAPPEN



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# The Rules

-  Reset every quarter
-  Out of office first
-  Actions must align with goals
-  Plan your week , 7 day plan
-  Always have a plan B



# It's Dec 31st, 2025 ...



Hope



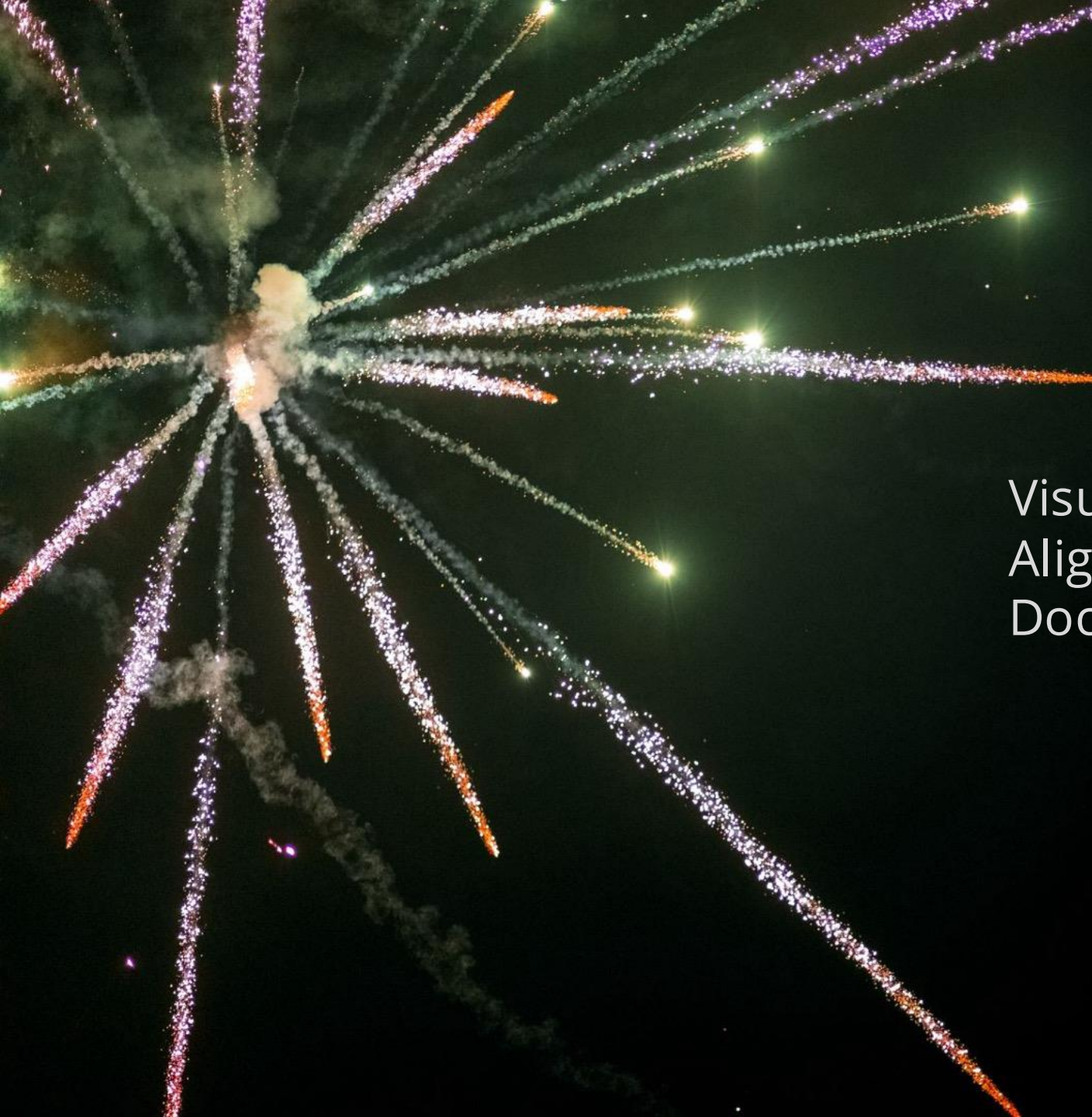
Bob



Miles







Visualize the future.  
Align your actions.  
Document your journey.

*Janet Miller*  
COACH