

Eight Ways to Measure Your Mindset...

Score yourself on a scale of 1-12. Which statement most relates to how you think, operate, and communicate as a Real Estate Brokerage Professional.

Score Now

Score yourself now

Score Next

Score yourself on where you want to be in 90 days



Mindsets	1	2	3	4	5	6	7	8	9	10	11	12	Score Now	Score Next
Coaching & Learning Based	You feel you know everything you need to know and are not open to the advice or input of others.		You are open to learning new ideas, but find it difficult to apply them to your personal and professional life.		You have a system for accomplishing your goals and apply new knowledge as needed.		You constantly seek new ideas and knowledge and surround yourself with experts, so you continue to learn and grow.							
Ambitious	You do not have any goals, are unmotivated, and avoid any challenges or obstacles.		You work hard to accomplish things every day, but fall short of your long term dreams and goals.		You're satisfied with where you are and have met most of the milestones and goals for someone in your phase of life.		You are motivated to constantly improve every aspect of your life. You have big goals and do what it takes to meet or exceed them.							
Think Leads	You don't want to lead generate to cultivate business and you'd like leads given to you.		You don't know what to do consistently to generate leads that will grow your business.		You communicate with and update your database regularly such that it generates enough leads to sustain your business.		You're committed to implementing an on-going lead generation system that consistently delivers and increases qualified leads.							
Think Listings	You're focused on what appears to be quick, easy transactions that often lead to little or no results and you don't know why your business is unsustainable.		You know listings are important, but transaction management and buyer representation quickly take you off the work required to maintain your pipeline.		You obtain enough listings and work with enough buyers to make your numbers each year.		You understand the advantage of obtaining and marketing listings to gain more control of your time and money.							
Think Leverage	You're stuck doing everything yourself because you see additional team members, systems, and tools as a cost rather than an investment.		You understand that you can't do everything yourself and are open to adding team members and systems, but don't know where to start.		You have the people, systems, and tools in place to sustain your current level of activity.		You're team oriented and when you hit a ceiling of achievement look to maximize people, systems, and tools to breakthrough to new levels.							
Transform Obstacles and Setbacks into Breakthroughs	You avoid challenges and when faced with obstacles and setbacks you get overwhelmed or shut down.		You sometimes shift gears or give up too quickly when unexpected challenges arise and get frustrated that you can't gain any momentum.		You're able to face and overcome most obstacles and setbacks without getting too far off track.		You embrace each setback or obstacle as an opportunity to learn and grow personally and professionally.							
Follow Systems & Models	You're not committed to or clear about how to deliver consistent results, and you disregard previously proven methods for achieving success.		You follow and apply proven methods when you need to, but have a difficult time staying committed when results are not immediate.		You've put the necessary systems in place to get you consistent results from your business.		You take a systems approach to building your business and look to apply best practices for continual improvement.							
Freedom From, Freedom To	Your life is a series of reactive responses to external forces and people, such that you lack any direction or control of your time.		You dream of and envision a better personal and professional life and need help making it happen.		Your personal and professional life is predictable and you generally get to do what you want.		You expand your freedom in four key areas - time, money, relationship, and purpose to achieve greater levels of success.							
Your Total Score >>	→		→		→		→							