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## HABITS TO **KICKSTART** YOUR REAL ESTATE CAREER

### **1** CREATE A DAILY SCHEDULE AND STICK TO IT

The things that get scheduled are the things that get done! Consistency over time wins the race.

### **2** OPEN UP YOUR CALENDAR

If you want opportunities, you must be available. Get uncomfortable!

### **3** WHO YOU HANG AROUND MATTERS

You become the sum of the people that surround you - be picky!

### **4** GET VERY CLEAR ON YOUR BIG WHY

This is the secret that unlocks what motivates you to keep going, relentlessly.

### **5** SET BIG GOALS

Write them down and have your family, leader and peers hold you accountable.

### **6** DO THE WORK

There are no shortcuts. To live a big life, you have to work hard.

### **7** APPROACH YOUR DAY WITH GRATITUDE

You can always find something to be thankful for. It is up to you to make something happen with every opportunity.

### **8** BE A LEADER WITHOUT A TITLE

Lead like you already have the title and the recognition will follow.

### **9** READ, READ, READ!

To double your income, triple your rate of learning!

### **10** DON'T ALLOW DISTRACTIONS TO BECOME OBSESSIONS

Focus on the important things. Your time is precious. Don't waste it!

**MARK**  
**SPAIN**  
REAL ESTATE