



6 Steps to 7 Figures

A Real Estate Professional's Guide to Building Wealth and Creating Your Own Destiny

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216 pages

Rating

9 Importance
8 Innovation
9 Style

Focus

Leadership & Management

Strategy

Sales & Marketing

Finance

Human Resources

IT, Production & Logistics

Career & Self-Development

Small Business

Economics & Politics

Industries

Global Business

Concepts & Trends

Take-aways

- Create a picture of your biggest goal so that it will be a constant reminder of what you are striving to achieve.
- You must have a sheer determination to reach your goals.
- You can be successful in meeting your goals only if you focus your actions on what you yourself can control.
- Be patient and don't give up.
- Set realistic goals.
- Experience is an invaluable tool. Experience can't be purchased, it can only be earned, or shared.
- Mentors will build your confidence. Find them!
- Finding someone who can coach you up, is the fastest way to success.
- A great mentor will share their experience with you to help you achieve your goal in the best possible way they know how.
- Recognizing spending habits and trends is an important step in making the best use of money we must budget for our own.
- The daily practice of visualizing your dreams as already complete can rapidly accelerate your achievement of those dreams, goals and ambitions.
- The only way to truly build wealth is to live below your means, save as much money as you can and invest your savings in real estate.

Relevance

In this summary, you will learn the 6 Steps to 7 Figures.

Summary







Set Goals and Affirmations

A goal should be written down with a set date as it has already happened, and then recorded and listened to at least twice daily. Large goals can be broken down into a series of smaller goals. A goal should be realistic and something that will stretch you a little bit.

Break down your ultimate goal into smaller goals. Specify what daily, weekly or monthly actions that you need to take place for you to achieve your goal. Get an accountability partner that you have to check in with regularly ... daily is the ideal. Plan out your agenda on a daily, weekly, and monthly basis. And then continually work on your goals until you have achieved them, even if it takes a little longer than first planned.

Track

Tracking a goal is important to see how you are progressing and also lets you know when you have to tweak the process. For network marketing, this can be finding out where your leads and sales are coming from. Track what is making you money, and how much money you are spending on marketing. The goal is to see profits.

If you've never tracked what you spend your money on, you may be surprised not only by the results of your tracking but the amount of discipline it takes to make use of your spending information for budgeting purposes. Getting a firm handle on where our money goes can help us make wiser spending decisions so that we have more money left over for savings or items and activities to enhance our lives.

By keeping track of one's income, an individual can thereby have the means of making the best decision as to how to allocate funding for a myriad of expenses. It is only through knowledge of the income that is available to them, that individuals will have the ability to make the wisest choice as to how and when to allocate funding for these expenses, etc. In addition, an accurate recording of individual's income will give individuals the means to produce a highly efficient and effective budgeting system, which will go a long way in assisting them in maintaining their financial well-being.

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Find Mentors and Masterminds

You can take months and sometimes years off of your learning by copying a mentor or successful leader. Create masterminds with peers and even other people who are in other companies. Advertising tips can be incorporated to many forms of business that will have similar success. Finding someone who can coach you up, is the fastest way to success. This will really help you grow quickly. Mentors are there to help you with quick questions, give you an opinion based on their expertise and possibly to keep you from making a big mistake like paying too much for a piece of property.

These people will become your biggest source of new ideas, and your biggest cheer leaders. When you have a mentor, you are learning from someone who has already arrived at where you want to be. They know exactly what it takes to get there and what sacrifices need to be made.

You also have the rare opportunity to see what it would be like to be in the shoes you want to be in. By having a mentor who is where you want to end up, you can see first hand what their day to day experience is. This is extremely helpful in figuring out if you really want to go down that path.

Act

Yes, it sounds silly to mention this as a step, but you'd be surprised how many people do everything they can to NOT work during the business day.

There are seasons in the stock market, real estate industry, and in your life. You will sometimes have slumps. Personal growth is essential in 'slumps'. Sometimes, your business is halted by your inability to outsource or delegate to others in order to make more money. Concentrate your efforts on dollar-producing activities and pay someone else to do the mundane busy work.

Build On It

Build on your success, it doesn't matter how small. This is called leverage, and when others know of your success, you attract more potential customers to you. Every success will be the building block for your next success.

It is much easier to get a new listing in a neighborhood where you already have one for sale, than it is in a neighborhood where you have never sold anything. Look at all your successes, no matter the size, and ask yourself, "How can I build on this success? How can I use this success to make another success?" For instance, if you sell a house to a fireman, ask yourself, "What can I do to sell 10 more houses to firemen?" Then create a plan to advertise in the fireman's trade magazine or go to the fireman's BBQ as the guest of your first client. It's not difficult to simply ask for referrals of more firemen from the client you just serviced.

Invest

Find ways to get passive income by investing your resources in avenues that will make money. Investing can be done by rewarding your team with bonuses, yourself with time off, and your family with a special vacation. Investing does not mean that you spend all your profits.

About the Author

Pat Hiban is a top producing real estate agent and owner of the Pat Hiban Group, currently one of the founders of GoBundance a masterminding group of high minded, goal oriented individuals looking to Grab Life Big and founder/host of Pat Hiban Interviews Real Estate Rockstars.