

The 7 'S'

Self:

Work on your head space every single day and the rest falls into place. By doing your daily rituals, ie: 5am Club. Stop making excuses.

Strategy:

A well defined business plan, goals, KPI's, Ideal Real Estate week.
Implement, review and refine continuously.
Be accountable to someone other than yourself.

Structure & Systems:

The 'Basics' underpin your business, they are your platform, get them in, build on them daily - Productivity Matrix.

Standards:

Professional standards, ethics and values. They define **YOU** and your ability to reach your true potential.

Skills:

Do what Tom and your mentors say.

Support:

Leverage and delegate through PA, Sales Associates, Agency, Friends & Family.
Surround yourself with like-minded people. Stay away from negative people.

Synchronised:

Small incremental improvements daily to achieve excellence over time.
Remember a great idea is nothing without implementation.

To build your platform of Consistency and Sustainability