

How To Make More, Work Less and Enjoy Life:

9 *Ways to Overcome Procrastination for Passion & Profit*

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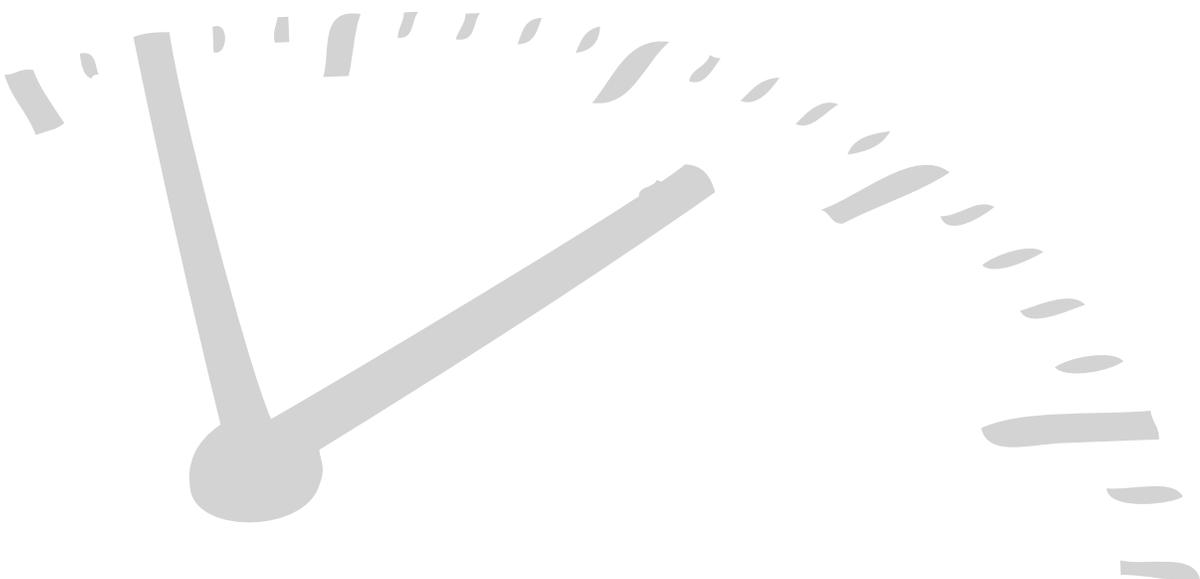


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WHAT'S STOPPING YOU?

"I just don't have time."

"I'm too busy."

"I'll get to it tomorrow/next week/next month."

"I'm waiting until..."

"I don't have the right tools for..."

"I don't know where to start."

"I don't know how to get started."

"People might think I'm an idiot."

"I don't want to embarrass myself."

"My wife doesn't support me."

"My husband doesn't make enough money."

"Our kids need rides everywhere."

"I don't have the knowledge and I'm afraid to get started."

"I work 2 jobs."

"I can't lose weight."

"These pills don't work."



Recognize any of these statements? Maybe you've used some of those phrases yourself.

Excuses. Excuses. Excuses. They're all excuses.

We've all used them, some of us more often than others. Some more frequently and more vehemently than others. Either way, they're just getting in your way of success and achievement.

Excuses get in the way of reaching our goals, happiness, success, financial freedom and growth.

Before you read one more sentence, stop right now, take a few minutes and ask yourself:

What's holding you back from achieving exactly what you want to accomplish right now, this year?

What's stopping you from achieving your goals and making your dreams come true?

Too often, the answer can be found in two bad habits: laziness and procrastination.

Why?

Because it's the easy way. There's no risk; it's safe.

Being lazy is much easier than working hard. Sitting on the couch eating donuts is way easier than doing P90X in your basement. Grabbing McDonald's is way easier than cooking something healthy.

Staying where you are is just plain easier than making a change in your life.

It just is.

That doesn't mean it's right, but that doesn't change it either way.

So what's worth pursuing is going to take hard work. Let's agree that that's true.

The most successful people in the world flat-out worked their butts off to get what they have.

Doesn't sound sexy, does it? It's not a silver bullet, is it? But you and I both know it's down-right true.

So if hard work is the silver bullet, then how do you start working hard when our nature, the way we were created, is to pick the easy way, the low road?

How do you go from being lazy and procrastinating to being a top producing, work hard and work smart, wealthy entrepreneur?

I don't claim to know everything but I do know this: if you implement the following nine techniques for overcoming laziness and procrastination, you will get closer and closer to achieving your goals than you ever have before.

I guarantee it.

If not, just call my office at 877-319-2760 and tell us you didn't like this report and we'll return your money.



Here's what I want you to do. Read through my nine specific things that you can do, starting today, that will put you on track to success. Read it multiple times if you need to.

Take the time to absorb the information and then start to implement the changes ***immediately***. Don't wait until next week or even tomorrow to start. Don't be lazy. Don't procrastinate.

What's the point of all this?

It all has to do with getting more done in less time. It has to do with personal fulfillment. It has to do with getting yourself in the best financial, physical, mental and emotional state that you deserve to be in.

You weren't made to be average. We decided to be average. But I know you can do better – you can do great things.

It's about realizing its ok to fight perfection, to do things imperfectly, to establish priorities and avoid distractions. It's OK to tell other people "No" if their priorities and projects don't align with yours.

If you get yourself in the right frame of mind, you'll find that you can actually accomplish more; even if it's things you don't want to do!

Here I'm going to teach you nine ideas – specific things to implement today to help you be more productive and move forward towards your goals.

These simple ideas can change your life, if you let them:

- Get more things done in your life and business in less time.
- Don't fight to do things perfectly.
- Overcome procrastination.
- Learn to prioritize.
- Overcome distractions.
- Fight every day to achieve lifelong goals.
- Lose weight
- Make more money
- Make a difference in someone else's life.
- Be daring and achieve what everyone else says you can't.

So, let's begin with my nine ways to overcome laziness and procrastination.

1. GET AN ACCOUNTABILITY PARTNER

One of the things I love to do in order to get more things done is to get an accountability partner:

- A peer accountability partner
- A workout accountability partner
- A weight loss accountability partner
- A business accountability partner



Your accountability partner is someone who to whom you can be accountable, someone who understands your goals and “holds your feet to the fire.” It’s someone who helps you on your journey, perhaps even taking it alongside you.

In the same sense, you will hold them accountable, too. You will hold their feet to the fire. You will make sure they show up on time and do the things they say they are going to do. It’s a two-sided relationship. You help them they help you. You will expect a lot out of each other.

About five or six years ago, I wanted to get into great shape, so I hired a personal trainer, who happened to also be a friend of mine named Mike. Mike and I worked out together 3-4 times a week. There were times where the only reason I even showed up for workouts was because I knew Mike would be there. I know there were times when Mike showed up because I was going to be there and we didn’t want to let each other down.

During the first 6 months of committing to having an accountability partner, I lost 10 lbs. No big deal, right? But, I went from 18% body fat down to 11% body fat; I had more muscle and less fat. One thing that I looked forward to was my “results days,” when, every 6 weeks, Mike would come to my office and weigh me and take measurements. He’d check my body fat. I knew exactly when that results day was going to happen, so for the five weeks leading up to it, I was accountable – I ate better, worked out harder, lifted more weights and ran more.

Because I had an accountability partner, I achieved more than I ever thought I could.

Within one year was down to 6% body fat and I was a lean, mean fighting machine.

Now why is this important? Because during the time I was training with Mike was exactly when I started investing in real estate. At the very same time I was trying to lose weight get in great shape and take care of myself, I was working 70 hours a week starting my real estate investment business. I was developing marketing plans, negotiating short sales, rehabbing houses, hiring staff, raising capital and traveling to training events. I didn’t have the extra time to be working out, but because I had an accountability partner, I was able to achieve not just my physical goals but my financial goals at the same time.

When I know I could be doing things better, I share my best ideas and my biggest projects with a couple of key employees and staff members. I then set deadlines and explain that I want to get certain things done by a certain day. I do this so not only do they know the role they play in the project, but to make sure I meet my deadlines and do my part to make it a success.

So find a partner – maybe it's a spouse or a friend with whom you can share your dreams and goals. Maybe you have to hire an accountability partner. Maybe you hire a life coach or an investing coach who will hold you accountable. Find someone who will be a serious advocate that you can trust and confide in.

Then set some deadlines. Share the timeline with your accountability partner so they can help hold you accountable.

2. A.C.E.R.

The second one I call A.C.E.R. – Absolute Clarity of the End Result.

No matter what you're doing, where you are going, whether it's starting a new project, building a company, hiring a new employee, trying to get in better shape, or even quitting smoking, you should always know exactly what you are trying to accomplish – know what the end goal is.

What is the end goal?

You need to be perfectly clear of the end result before you even start.

Once you identify that, write it down. Document it. Look at it every day.

Next, set a deadline and look at that date every single day. Goals without deadlines are just wishes.

Here's an example.

Let's say your goal is to lose weight. By writing down a very specific goal with actionable steps, you're more likely to be successful.

“I will weigh 170 lbs. by June 1st. I weigh 170 lbs. because I eat lean meats, fresh fruits and fresh vegetables. I always prepare my own meals and rarely eat out. I exercise every Monday Tuesday, Thursday, and Saturday. I have an accountability partner in [Patty], who encourages me and holds me accountable. When I weigh 170 lbs., I feel alive, happy and confident.”

Look at it when you wake up, brushing your teeth, doing your chores, whenever you get a chance. Print copies to tape on your bath room mirror, on your desk next to your computer and in your car.

Here's another example.

Let's say your goal is to be a full-time real estate investor.

“I am a full-time real estate investor by August 1st. I am a full-time real estate investor because I am a great marketer and networker. I out-work and out-hustle my friends and competition. I spend one hour each day just sharpening the sword by going through courses and ebooks in the niches that I invest in. I am the “top of mind resource” for all my friends, family and everyone in my network when they have questions or need help with real estate related issues. I make \$20,000 a month by wholesaling three houses per month and completing one rehab every six months. I generate leads through direct mail, bandit signs and internet marketing.”

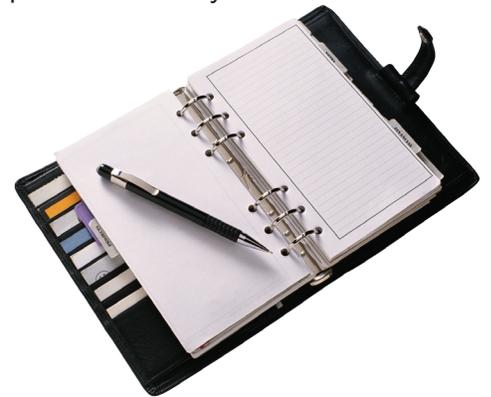
Every day, remind yourself why you're working towards your end goal.

Before you go any further, I want you to take some time and go through the following exercise. By answering the questions honestly and thoroughly, you will be able to paint a vivid, specific picture of your End Result, and help define the path you'll follow to get there.

So grab a notebook and pen or your iPad or laptop and start at the beginning with when you wake up, and define Your Perfect Day. When you're done, don't forget to save a copy (if you're doing the electronically) and print it out so you can see it at any time.

Absolute Clarity of the End Result: Your Perfect Day

- What time do you wake up?
- How do you wake up? With whom do you wake up?
- Where do you live?
- What type of home is it? How many beds/baths/square footage/ price/city?
- What's the first thing you do when you wake? Do you read? Exercise? Think? Strategize?
 - What are your thoughts? Meditation? What do you read?
- Do you have a spouse? Do you have kids? When do they wake up? What do they do?
- What do you eat for breakfast? What's your favorite food?
- Do you exercise? How often?
- What do you look like? What kind of health/shape are you in?
- What does your shower/bathroom look like?
- What type of car do you drive?
- Where do you work?
- What kind of work do you do?
- How much do you work?
- What do you hope to gain out of work? What satisfies you?
- What is your spouse and kids doing throughout the day? Working? Reading? School? Play?
- Where do you go throughout the day?
- What are your favorite things to do?
- What do you do for fun? What are things you enjoy most? How often do you do them?
- Where do you eat lunch and dinner? Do you make it yourself or go out?
- What do you do at night? Where do you go? What do you enjoy?
- What do you read? Newspapers? Books? Bible?
- How much time do you play with your kids? What does your spouse do throughout the day that they enjoy?
- What time do you put your kids to bed? What do you say to them when they go to sleep?
- How do you prepare for the next day?
- What do you do prior to lying down? Read, write, review a training course?
- What does the next day look like? Where do you go? How is it different?
- What are you most proud of?
- What can you improve upon?
- When do you go to sleep?



3. TAKE ONE STEP

Another great way to avoid procrastination and get more things done is to just take one step.

Take one step; one step forward and do something.

You've probably heard the saying "paralysis by analysis". Well, let me tell you something from the bottom of my heart. Every time you try something new, you are not going to be 100% sure about what to do. That's why it's called "new", because you've never done it before.

If you knew what you were doing, they would say you are an expert, not new. Every time someone tries something new they make mistakes, then they fix those mistakes and try again. They take one step forward. Then maybe a side step to fix the issues, then another step.

When I started marketing my businesses on the Internet, do you think I knew what I was doing? Do you think I made mistakes? Do you think I lost some money trying new online campaigns and setting up new Websites?

You bet.

But today I generate over 70 new seller and buyer leads a week online, and over 250 per month because I took one step. Those leads generate tens of thousands of dollars a month in agent commissions now. So was it worth it for me to struggle to figure it out, to waste a little money at the beginning testing new campaigns and "failing forward"? I think we both know the answer.

Just get started, get off your butt and just go do something.

Many of us like to look at a course or look at a training program, a coaching program or a marketing campaign and we like to know everything about it before we do anything; that's not necessarily the best way to approach getting things done.

If you are going to be a life-long learner and look at taking on new information, adjusting to and consuming that information, then go ahead and do that. Consume the information, but then go implement it.

Do something about it. Get started. Take a step knowing you are going to fail.

But fail forward!



4. DO IT *IMPERFECTLY*

This one may be a little surprising to some of you, but stick with me.

I recently received an e-mail from a friend of mine who is in one of my mastermind groups with me. In it, he said to “do it imperfectly,” meaning that if you take one step, you are probably going to do it imperfectly, but that’s ok.

I read that over and over and over, letting it really sink in. Do the same thing – let it sink in for a minute.

The journey of a thousand miles begins with one step. That first step is going to be imperfect. Let me give you an example.

Michael Jordan, The greatest basketball player of all time, was cut by his high school basketball coach when he was a sophomore. Jordan tried to play basketball and he did it imperfectly. He was cut from the team and he may have been embarrassed. But who cares. You may think people are judging you, looking at you and making comments about you. What I’ve learned is that, for the most part, people are not focusing on your failures; they are too worried about themselves!

So go do it imperfectly. It’s never going to be perfect. I’ve been a real estate investor for eight years and an Internet Marketer for five years and I’m never perfect. Never.

If you are starting a new marketing campaign or you are trying to sell a house or raise private money, just go and do it. Start with the first step, even if it’s not quite the perfect step.

Give yourself permission to do things imperfectly, even wrong. You will be one step closer to actually achieving a goal, hitting a milestone or hitting a deadline.

It’s ok not to be perfect.

Again, fail forward by doing things imperfectly. It’s what you are going to learn by trying that’s important.

The person who does something imperfect is far better off than the person who never tries.

5. STUDY UNDER A MENTOR

My whole life I have had mentors; I have had mentors that I have followed and learned from using their books, tapes and courses. I have had specific mentors that I worked with one-on-one.

Some mentors are people I've never even met, like Darren Hardy, author of *The Compound Effect and Success* magazine. People like Zip Ziglar and Brian Tracy. I've never met them but I love their material and consider them mentors. I listen to their CDs in my car. I implement what I learn.

Other mentors of mine include Ryan Deiss and Perry Belcher. I personally consider these two to be a class act of the Internet marketing training business. I joined their mastermind three years ago, along with about 35 other speakers, trainers and authors from around the world. This mastermind/mentoring program is \$25,000 a year, but to me it is money well spent!

My biggest, most important mentor in my life is my dad. He leads his life, conducts himself and has built his business by listening to his faith.

In business, I have several mentors that I look up to. There are the individuals in the Internet Marketing world from whom I learn. There are other people in the real estate business from whom I admire and learn.

You should always have mentors. You can have more than one. Have many. These are people that have "been there, done that," that you look up to, that you can learn from.

When choosing a mentor, there's one critical issue.

Make sure your mentor is currently doing what they say they are doing. Not 2 or 5 years ago, but now!

Ask for case studies and real results. There are a lot of people who teach selling but are not good at actually selling. There are people who teach real estate investing but have only rehabbed a handful of houses.

Do you need a mentor who's been there and done that? Do you want more information about SREC's highly-coveted one-on-one mentoring program? Fill out an application at www.surveymoney.com/s/acceleratedinvestor to receive a complimentary, one-on-one consultation with one of my business consultants. We'll make sure you get in the program that is exactly right for you. You can also learn more about my exclusive coaching programs at www.acceleratedinvestor.com.

The idea of having a mentor leads me to the next point.

6. TIME FOR SOME R&D

I would guess that most of you, when you hear the term, “R&D,” think of Research & Development.

Not me.

When I hear “R&D,” I think, Rip Off & Duplicate, and not in a bad way.

Here’s what I mean. Many people say “don’t reinvent the wheel. Take an existing business model that’s successful and duplicate it.”

This concepts works.

Here’s an example. Recently I was in Seattle hosting a coaching event for my brokerage coaching clients. I stayed downtown, and one morning I was up at 6am and went for a walk. As I looked around, I noticed that on just about every corner there were two things: a coffee shop and a bank. Now, neither of these businesses is new. Coffee shops and banks have been around forever. But the models must work because every corner had one. There’s nothing special about coffee and money. They have found winning business models and have ripped off and duplicated each other. They didn’t reinvent the wheel.

So what does R&D mean to you?

Strategic Real Estate Coach has created an incredible library of resources, training programs and coaching programs. We want you to rip off and duplicate our business model, marketing material, sales scripts and dialogues and everything else to make yourself more successful.

Another way to think of this is to not reinvent the wheel. Feel free to rip off and duplicate my information. I’m giving you the OK to do so.

Some of the most successful products in the world and some of the most successful services in the world are just one step away from something that was ripped off and duplicated.

Take Apple’s iPad, for example. The iPad is not the first tablet computer ever to be created. Many would argue that it is one of the best, and improves with each iteration. Apple took ideas from other netbooks and tablets, ripped off and duplicated them and improved their own product.

I’ll say it again, don’t reinvent the wheel. Feel free to rip off and duplicate my information and make it your own. But remember, don’t wait to do it! Go now; take a step, do it imperfectly.



7. MASTERMIND

Successful people surround themselves with other successful people.

This is something I have done for years and continue to do. I belong to several different mastermind groups, each serving a different purpose. My membership in these groups has resulted in some of my most successful ideas.

Focus on surrounding yourself with other people who are successful and are doing some of the same things you are doing.

Believe it or not, when I think about “mastermind,” I actually think about hanging out with my competitors. Often in the mastermind group you are working with other people who are trying to accomplish the same thing you are and sometimes you are even pursuing the same markets; you are going after the same customers, the same homeowners and even the same properties.

But sharing ideas with your competitors and masterminding in a group is going to allow you and them to take your businesses to a higher level.

One tip about a mastermind group is that you need three people, minimum. Two people in a mastermind group aren't going to be enough in terms of exchanging ideas. With three people, there is more opportunity to share differing ideas and viewpoints, share best practices and really help the group sizzle. Then it becomes a true mastermind group.

In order for a mastermind to be successful, the members must have an “abundance” mentality. They must believe that the world is big enough for them to share their best ideas and that there's enough business and customers to go around. If they don't believe this and have an abundance mentality, then the mastermind won't be as effective because they are deciding to hold back. Its unfortunate, but sometimes even very successful people feel this way. If you are in a mastermind and sense this is the case with several members, either question them about it or get out of the group. It's not worth your time to be around people who have a scarcity mentality.

Find a mastermind group that you can join. Find your local REIA group or meet up with some fellow investors in your area. Meet maybe once a month or so, even over dinner. Set an hour or two aside to just share ideas. You'll be amazed at what you walk away from the meetings with.

Strategic Real Estate Coach has carefully crafted its reputation for very successful students, clients and partners. Let me take a moment to blow our own horn. Did you know that all the people below are students of Strategic Real Estate Coach, or SREC-event attendees and got their start with me and are now speakers, trainers and authors teaching what I taught them:

Jerami King
John Cohran
John Grant
Jerry Ballard
Scott Miller
Mike Kleinstub
Nathan Jurewicz

Jason Medley
Chris Gleize
Jonathon Zorrer
Sabrina Kizzie
Wendy Thomas
Joe Harris
Tracy Bushka

Amin & Haaris Ishaq
Chris Consol
Steve Hall
Mike Moulton
Cory Boatright
Ron Ballard
Michael Corradini

Do you want more information about SREC's highly-coveted mastermind group? Fill out an application at www.surveymonkey.com/s/aplayersonly.

8. SET A FUN REWARD

To this point, you've put in a lot of hard work and are making good progress. So in order to keep yourself motivated and working towards your goals, establish a reward for yourself.

You've identified your project, set a goal, started your marketing campaign, and now it's time to decide on what reward you will give yourself when you reached your goal or hit a milestone.

Take yourself out to dinner, buy yourself something nice, buy yourself some new clothes, do something you've always wanted to try. It doesn't matter what it is, it just has to be something that will keep you motivated and focused on your end objective.

Set the reward at the same time you are identifying the end result. Tell yourself, "When I accomplish [blank], I am going to reward myself with [blank]."

Having a reward system in place is just a way to provide extra incentive to keep going forward.

Here's the trick. Don't just focus on setting one big reward at the end. Set smaller, mini rewards that you can strive for along the way to keep you inspired and motivated. Seeing progress along the way is vital for reaching an ultimate objective.

A reward just makes it fun; it makes it interesting, it's different than the everyday grind of doing this business.

A short while ago, I had all my coaching clients track their progress for six months. I told them if they hit certain goals, we would set a fun reward. The reward was an all-inclusive trip to the Caribbean. We had over 60 participants. My average coaching client of mine closed 2.4 transactions per month and made an average of \$32,000 per month during that time.

I also gave away two first place prizes (Harley Davidsons) and four second place prizes (trips to exotic locations). The first place winners made \$450,000 and \$336,000 during those 6 months. The second place winners made \$289,000 and \$204,000.

So set yourself a fun reward. If you hit your goal take a breather and go on a fun trip, buy a cool prize like an expensive watch or exotic trip to Europe.

You deserve it.

9. CELEBRATE!

The last thing is to celebrate. Celebrating is the big, final step and it's especially cool because:

You now have an accountability partner.

And you know what your end result will be.

And you have taken that first step.

And you're ok that you did it imperfectly.

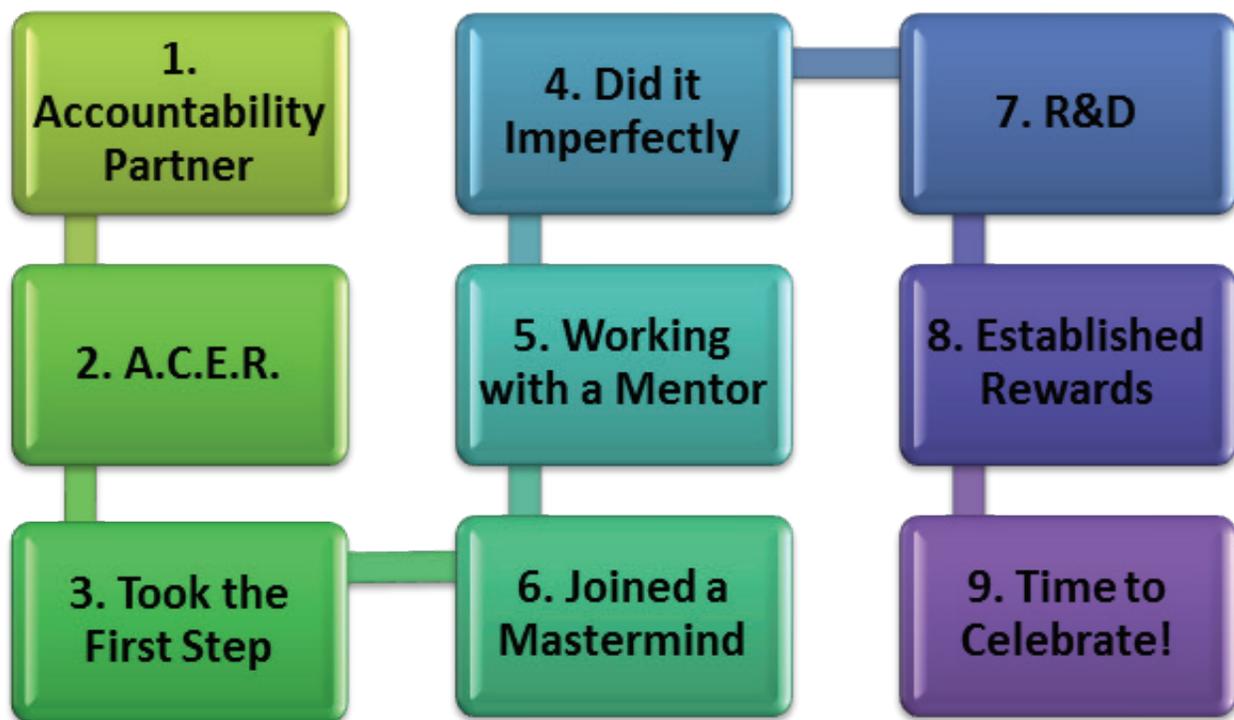
And you now have a mentor with whom you are working.

And you have joined a mastermind group with whom to share ideas.

And you have done your R&D.

And you have determined your reward(s) and are going after it/them.

I'd say that's plenty of reason to celebrate!



You have accomplished a massive, massive goal and now you deserve taking the time to celebrate.

Often I see people accomplishing some massive, huge goals and objectives, only to go right back to work, right back to the grind of getting the next thing done.

You know what? Life is too short and too precious to let special moments pass by unnoticed.

- Have some fun.
- Do something cool.
- Take some time off of work.
- Treat yourself and your family to something special.
- Take your spouse or your business partner out to a nice dinner.
- Enjoy an evening by yourself or with some friends.

No matter what you do, just go out and celebrate.

FINAL INSTRUCTIONS

Just so you don't forget these 9 ways, do this right now: print out this page and post the list below somewhere you can look at it every day. Even if you memorize the list, post it and look at it so you never forget how to keep moving forward.

To review, here are the 9 ways to overcome procrastination and laziness... STARTING RIGHT NOW:

1. Get an accountability partner
2. Absolute Clarity of the End Result
3. Take one step
4. Do it imperfectly
5. Study under a mentor
6. R&D: Rip-Off & Duplicate
7. Mastermind
8. Reward yourself
9. Celebrate!



Seriously, is there anything on this list that you can't do, or at least start, today? Right now?

The only thing holding you back is you, so move over and get out of your own way.

Success is waiting.