

Ninja NOW Agenda

Lesson One: The Shift and The Great Divide

Have you made The Shift to the new market and the new rules of the game? Which side of the Great Divide are you on? Surviving or thriving? If you are just surviving, how do you make the shift? If you are thriving, are you working too many hours? In this lesson, you will learn how to navigate The Shift and the Great Divide so you can thrive and still have a life.

Lesson Two: Mindset—There’s Always a Market and Remember WHY

Change drives the housing market. As a result, in a changing world, there is ALWAYS a housing market. How do you identify the changes and the market opportunities? How do you stay motivated by remembering your WHY? It is the rocket fuel that powers your business and your life.

Lesson Three: Mastery—Managing My Focus and Emotional Energy

What are the Ninja Mindset tools that help me perform at my best? How can I manage my emotional energy, so I reduce stress, distress, and distractions? How can I stay focused, so I keep my “eye on the prize”?

Lesson Four: Build a Relationship Business

A key Ninja principle is to build a relationship business that is fun and filled with referrals. How do I do that specifically? It’s simple. The conversation IS the relationship and “FLOW Fixes Everything!”

Lesson Five: Hidden Tools in the Ninja Nine

The Ninja Nine is the backbone of the Ninja Selling system. Did you know there are tools embedded in the Ninja Nine that will help you overcome procrastination, predict your business accurately, and help you increase your business effortlessly?

Lesson Six: Increasing My Income Per Hour via PIE Time

The goal of Ninja Selling is to help you increase your income per hour so you can have a life. Put simply, the goal is to help you work less and earn more. How do you do that? The PIE Time system is your key.

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Lesson Seven: My Future Self—The Beachwalk

Where do you see yourself 10 years from now? Where do you WANT to see yourself 10 years from now? Are you on the right path to achieve your dreams? Experience a powerful visualization exercise to discover your nonconscious program for your future.

Lesson Eight: Creating Value for Buyers

The rules have changed in working with buyers. We are now required to have buyers sign an agreement before they can work with us. How do you articulate your value to a buyer, so they are comfortable signing the agreement? And, how do you get paid?

Lesson Nine: Creating Value for Investors

Did you know that 26% of the homes sold each year are purchased by investors? Eighty percent of these purchases are by small investors (owning less than 10 properties). Some are probably your clients. Have you focused on this market segment? Learn the basics of how to work with investors and build your personal wealth through investment real estate.

Lesson Ten: Creating Value for Sellers

Do you have a compelling value proposition that inspires sellers to want to work with you? Can you create more in value for them than they pay you in compensation? A seller's greatest expense is the money they don't make by selling below the top of the range of value. Learn how to help them get to the top of the range.

Lesson Eleven: Negotiate Like a Ninja

How important is negotiating as a skill? There are five negotiating points in a real estate contract—only one of which is price. Are you a master of negotiating them all? Did you know buyers, sellers, and agents have different negotiation styles? Learn the skills and the styles so you can negotiate like a Ninja.

Lesson Twelve: Staying On the Ninja Path

You've learned the Ninja Selling Systems. The system works if you work the system! Now, how do you implement them so you can stay on the Ninja Path? Learn five tools designed to help you stay on the path so you can earn more, work less, and have a magnificent life.

Winter Soldiers

Ninjas are Winter Soldiers. We know how to "Handle Hard Better!"