

Go For the Gold

by

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February 12th begins another exciting Winter Olympics competition, three weeks when we all have the opportunity to watch as well-trained athletes compete against other equally well-trained individual athletes or teams, to see who will emerge the winners and take home the top three medals. These individuals and teams represent the highest achievements in their sport and represent their respective families, teams, cities and countries. Each year they set new personal achievement and athletic performance records and standards as they “go for the gold”.

In your pursuit of excellence as a new home sales professional, do you have “Olympic Standards” set for yourself? Are you in training to be the best you can be in your profession? Are you going for the Gold?

Let’s look for a minute at the letters in the word “Gold”. Here are some other words that come to mind:

- G Goal-oriented, Growth, Game on!
- O Opportunities, Objectives, Optimize
- L Loyal, Leader, Limitless
- D Dynamic, Determination, Destiny

Choose your own words that will help you to set your sights high enough to be considered the best in your profession; you need to be in constant pursuit of EXCELLENCE through both mental and physical preparation. These Olympic contenders did not just wake up with their talents! They all achieved them by setting a goal, making a plan, and following a rigorous practice schedule - not just practice, but dedicated and designed practice! If you are not achieving the results you would like to see, don’t just keep practicing the same things; re-examine and modify your plan; change your competitive approach.

Look at the 5 Olympic rings and consider the meaning behind them. The five rings originally represented the union of the 5 continents coming together at one time for one purpose; the Olympic competition and the

winners that emerged. It is that joining of rings or unity, that you should put into your business practices to have Olympic Standards.

Once you have your goal and practice plan in place, strive to become unified, working with people, joining together to create an atmosphere of “The Best of the Best”. Allow your individual talents and strengths to be partnered with others to become a Team that grows strong like a country competing for a spot on that medal stand!

Every athlete started small, with a BIG Dream! They worked hard, were coachable and sought out training. It is in what we do off the field that is as important as what we do on the field. It is what you do off season as well as in season that makes the difference of who you will become and how far you will go!

Here’s to the Pursuit of Olympic Standards of Excellence in 2010... Go for the Gold!