



# Clearing the 'Hurdle'

When we net it out, **we** are the hurdle to getting what we want. Virtually all of us have a DVD of our life that plays on a constant loop. Every success, every failure, everything we're ashamed of and everything we're proud of are showing in our mind's theater 24/7. We can't edit what's been, we can only make the new stuff something we're proud of, something that we can show to the world and smile.

Sooooo..... here's an idea. From this day forward, believe that everything you do is open to everyone else you care about. No secrets, only the truth. In so doing, you'll begin to act with confidence, because you're living and acting in truth. How does this apply to this market and selling Real Estate you ask?

**Because, you're afraid to prospect.** That's right! You're afraid to ask people for their business, or call people or knock on doors because you don't want to face rejection. Now, call it whatever you want, but it is fear! And it only exists in your head. In fact you can find its root cause in your life's DVD. Every time you didn't pursue an opportunity, every time you lost at something, every time you let yourself down, you reinforced your **perceived** inability to move in a positive direction. You've become afraid to prospect because you've paralyzed yourself by what's happened in your life. You don't trust you.

The good news....Today is **today**, it's **now**, it's **new**, and it's **yours**.

**DO WHAT MUST BE DONE TO SUCCEED NOW.**

Change your mindset, have faith in yourself and your experiences and start the new DVD of your life RIGHT NOW.

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