

The Two Beliefs





World Class



PROCESS



SIMPLICITY



ENERGY



AUTHENTICITY



Vision Board



**THE SALESPERSON THAT
GENERATES THE MOST
APPOINTMENTS WINS**

The agent that generates the most appointments wins

Daily Propecting Targets			
Agent			
	Calls	Connects	Appointments
Targets per day	75	35	5
Monday			
Tuesday			
Wednesday			
Thursday			
Friday			
Total			
Average			

Diagnose and then Prescribe

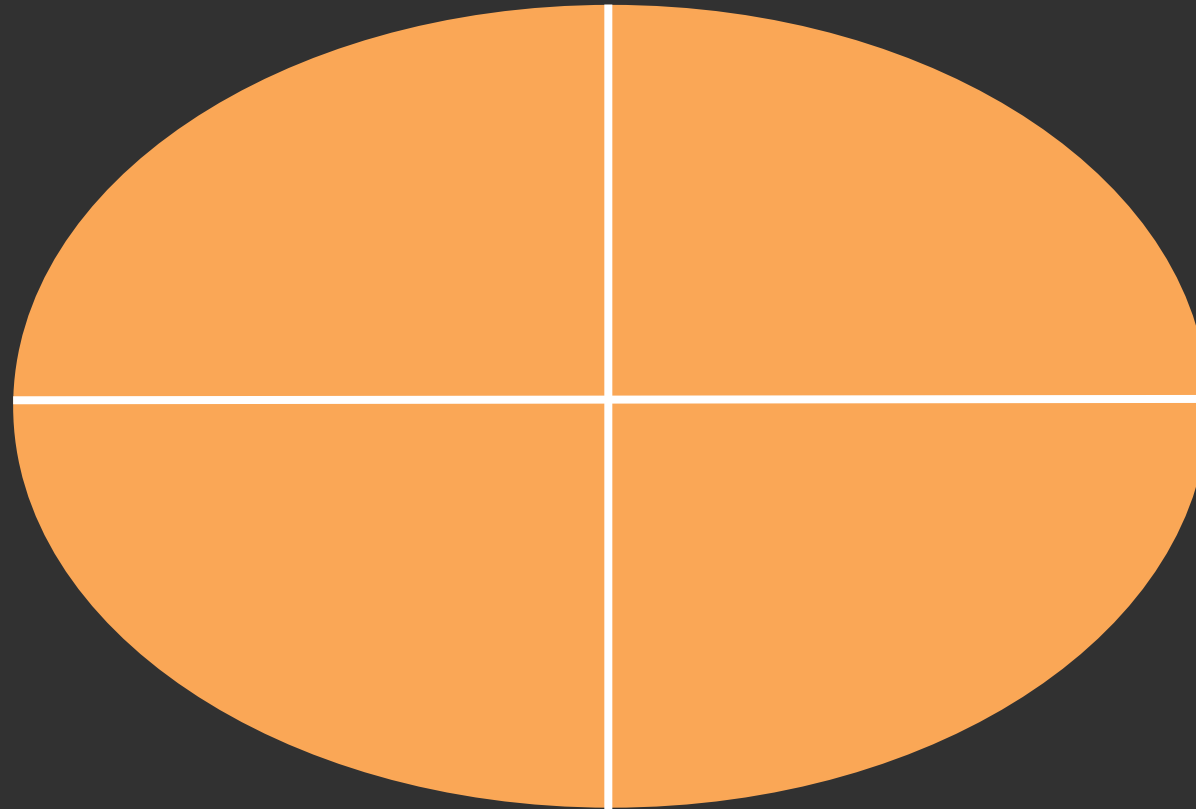


The Power of Questions

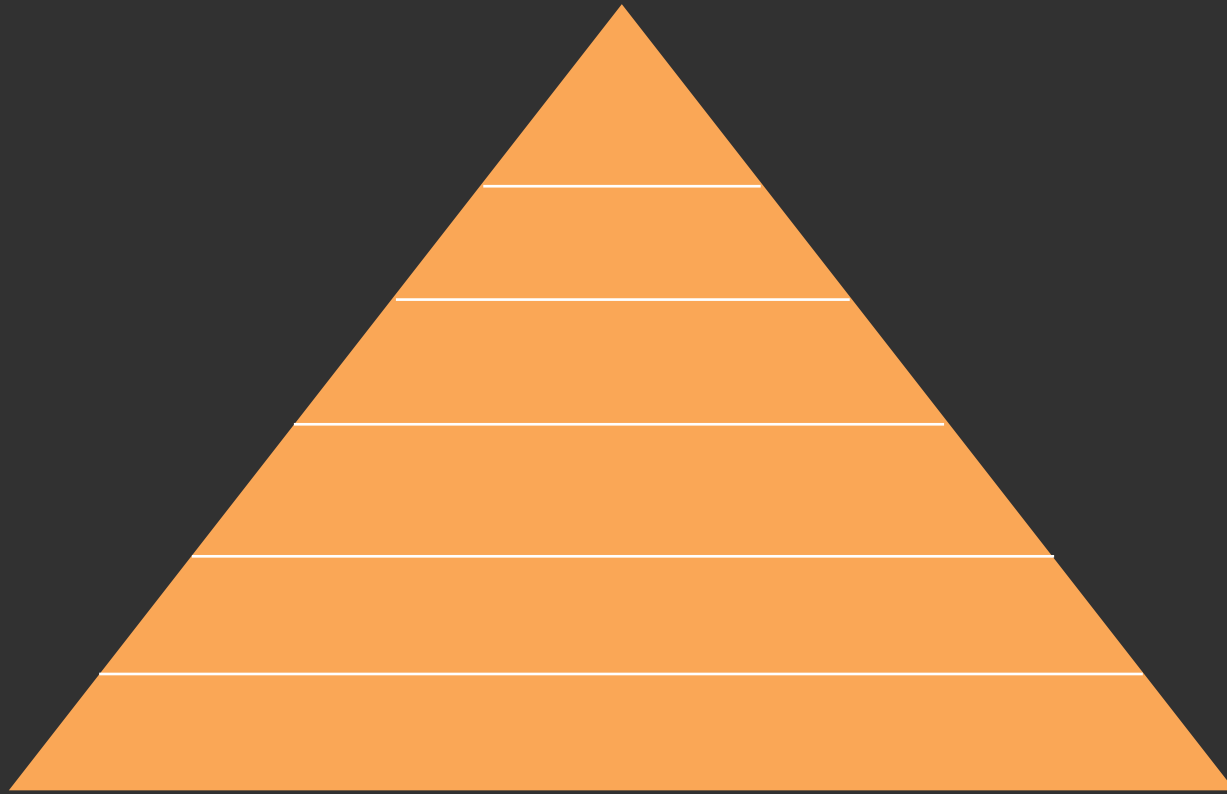
Ivan Bresic References

Client	Property	Sale Price	Sale Date	Contact Details
Mike Lyons	1/101A Marriott St, Redfern	\$1,875,000	July	0411 000 000 Name.name@gmail.com
Dr Ian Henderson	21 Iris Street, Paddington	\$1,220,000	July	0411 000 000 Name.name@gmail.com
Steve Tosmic Stacey Tosmic	8 Glen Street, Surry Hills	\$1,110,000	August	0411 000 000 Name.name@gmail.com
Jim Lawrie Clinton Lawrie	31 Nickson Ave, Paddington	\$2,095,000	August	0411 000 000 Name.name@gmail.com
Tim De Laet	11 Elford St, Paddington 6 Bourke St, Paddington 4 Comber St, Paddington	\$1,320,000 \$1,405,000 \$1,166,000	August September September	0411 000 000 Name.name@gmail.com
John Station	104 Flinders St, Darlinghurst	\$1,166,000	September	0411 000 000 Name.name@gmail.com
Andrew Thomas	18/453 Bourke St, Surry Hills	\$2,300,000	September	0411 000 000 Name.name@gmail.com

The Four Buyer Types



The Marketing Pyramid







**40 O'Connor Street
HABERFIELD**

Sale Information

- Sold prior to auction April 2015, \$1,865,000.00
- Initial Appraisal Estimate: \$1.8m
- Vendor Initial Expectation: \$1.8m
- Buyers guide over \$1.8m
- Contracts issued: 4 Visitors: 61
- Days on Market: 16
- Marketing Investment: \$7870.00
- Buyer Source & Origin: DB MT/Annandale

Net Figure Form

	Agent A	Agent B
Sale Price	\$800,000	\$825,000
Commission	\$16,000	\$16,500
Advertising	\$3,000	\$8,000
Net Figure	\$781,000	\$800,500

Energy

- Join the 5am club
- Cardio/ weights
- Eat every 3 hours
- Attitude of gratitude
- Eliminate toxins
- Your reference group
- Re-write your goals
- Journaling
- Podcasts
- Audio books
- YouTube clips

**SMART GOALS:
ONE YEAR PERSONAL ONE YEAR BUSINESS**

Real Estate Gym Mentors



JOHN MCGRATH



ALEX WATERS



DANNY HAYES



GAVIN RUBINSTEIN



JAMES TOSTEVIN



MARCUS CHIMINELLO



MARK KENTWELL



MARK DIGIULIO



MAT STEINWEIDE



MICHAELCLARKE



MICHAEL COOMBS



PHIL HARRIS



VIVIEN YAP

