

# Eight Ways To Improve in Real Estate

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**Applying the Law of Attraction has been awesome for real estate agents. Commit to follow these eight steps and you will be more successful in real estate.**



1. **Program Your Mind.** Your mind is the most powerful computer known to mankind. It has the ability to store, recall, and process more thoughts than any computer made. The challenge is how we program our mind and how to utilize its powerful capability. It's been said that we use less than 5% of our minds capability. Isn't that interesting that 95% is there just waiting for us to access and utilize? You've all heard the saying "garbage in, garbage out." To maximize the power of the Laws of Attraction, start programming your mind with positive, forward thinking, and wealth building thoughts.

2. **The Power of the Focus.** Multitasking can be your biggest asset or your biggest liability. If you try to do too many things at one time it seems like nothing is done well. In the Law of Attraction it states that you get what you focus on. Choose one area of improvement or one major activity each day or each week and do it well. Focus on working with people that appreciate and value what you do.

3. **Focus on the Positive.** What are you spending more time thinking about, what you do want, or what you don't want? It's said we have over 60,000 thoughts per day. Unfortunately a majority of our thoughts are negative and turn to worry or negative thinking. The Law of Attraction is clear—you receive what you think about. Put that rubber band on your wrist and pop it every time you have a negative thought and immediately replace that thought with a positive one. You'll soon understand the pain of negative thinking.

4. **Create Your Future.** The future is not something you find; it's built and created by you. Every day you have the opportunity to start fresh and move forward with new and creative ideas. Write down what you want your future to look like and follow your plan. You will arrive at your destination if you follow the road you build.



5. **Know the What and Why;** the How will show up. According to the Law of Attraction, you don't have to know all the details of how. You just have to know what you want and why you want it. The Universe will figure out the "how."

6. **Listen to Yourself.** What is your self talk saying? Are you hearing yourself saying “I can’t” or “I worry about” or “If only I could?” Keep it up and that’s exactly what will happen. Replace the negative statements with positive statements and see what happens.

7. **Visualize Success.** In the Law of Attraction, there is the saying, “whatever you visualize, will materialize.” You must have visuals of what you want. Cut out a picture of your new house or new car. Visualize money to pay off all of your debt. Visualize wealth and you will receive it.



8. **Create New Habits.** It takes twenty-one days to create a new habit. If you stop doing what you know you should do, you will not create a new habit and will go back to old habits and old results. So everything that you’ve done so far will be for little or nothing. New habits will be formed by clearly identifying your wants, needs, and desires. Create a plan to receive it and follow your plan.

**Follow these 8 steps and you will attract success in your life.**

**By Jerry R. Smith**  
**Certified Real Estate Success Coach**  
**Success Coach Systems**  
[jerry@successcoachsystems.com](mailto:jerry@successcoachsystems.com)  
[www.successcoachsystems.com](http://www.successcoachsystems.com)

About the author—Jerry has been in real estate for 35 years. He owned the largest real estate company in his home state of Wyoming before selling his company and following his passion of training and developing people. He was President of his local and state Association of Realtors and Realtor of the Year for both associations. Jerry has authored several real estate courses and articles on success in real estate. His passion is helping real estate agents and managers improving productivity and their enjoyment of life.