

## Declaration of Greatness

I, \_\_\_\_\_, do solemnly swear to dedicate my life to Greatness.

I understand that it is my duty to be the best that I can be. There is no shame in not being the best in the world, the shame is in not being **my** best.

I have an obligation to myself, my family, and my clients to strive for greatness. It is in myself that greatness lies... it is up to me to let it out.

I have been blessed to be born on the greatest planet, in the greatest country, in the greatest of times, and work in the greatest small business opportunity in the world. I will not ever take my fortune for granted.

Real estate is my vehicle of opportunity. The path I take is that of struggle, difficulty, and challenge. The path has few travelers and will, at times, be lonely. Others will challenge my choice to be great. They will pull at me and tempt me with mediocrity. I will not succumb, I will not submit.

I will do now what others won't, knowing that later, I will live like others can't.

This is my time, this is my shot... I will not miss. I fully understand that I only go around one time in this body, one time in this life. Failure is not an option, although, I have no fear of it... I work through it... long after most all others give up... I'm still standing... exhausted, smiling, and fulfilled... waving my flag... my flag of greatness.

I wake everyday grateful and retire each night thankful. I live by the golden rule and rule by living a golden life.

My journey seeks freedom and happiness... and I will pursue it vigorously. I will live my life with significance.

I submit myself to abundance. I have no competitors. My challenge is myself. Daily I will embrace this one and only opportunity.

From this day forward I will:

- Listen more
- Be Love: knowing that I cannot control how much love I get, but always control how much love I give
- Live True: I will only be my best self
- Give more than I take: I will leave every scene better than I found it
- Be patient: I will pursue greatness with urgency but practice patience as a virtue
- Become and then live debt free
- I am or will become a millionaire
- I will define greatness in my life
- I will set my greatness targets and goals
- I will measure and track my progress obsessively

- My pursuit is freedom and happiness
- My destination is autonomy

As I set my sail for greatness I will have a clearly defined definition.

Clarity is power!

I build my real estate business for greatness. I build my business to serve my life.

My dedication to my business is delivered as a means to an end. That end is debt free, millionaire, autonomy, happiness, freedom... that end is greatness.

I decide today to build a great business and live a great life.

In my business I make the following commitments:

- I will build a 400 person minimum database
- I will have a 1000 person minimum email list
- I will have a minimum 20 Person A+ list
- I will create a 25 Person "most influential" list
- I will talk to 3 people from my database daily
- I will mail a printed monthly newsletter
- I will send out a monthly e-newsletter
- I will create an actionable plan to become debt free
- I will establish a personal and business budget
- I will write in my journal a minimum of 5 minutes a day, 2 days a week
- I will use a CRM system
- I will read one book a month
- I will establish and implement a proper communication plan for my database
- I will complete the income freedom formula worksheet
- I will add a minimum of 2 people a week to my database
- I will write 5 handwritten notes per week
- I will create, follow, and complete the Good Life Tracker Daily

The commitments I make to my business are simple but not easy.

The tradeoffs for success and greatness are tough. Few, and now fewer, agents are willing to make them or even consider them... thus producing a widening gap between the top, middle, and bottom of the real estate mountain... of the real estate pyramid.

I am now committed to greatness and will only be seen ascending the mountain... and then enjoying the views from the top.

I choose success! I choose significance! I choose greatness!

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