

## The Common Denominator of Success

The question comes up from new agents in the business – what makes some agents Super Stars? Is there a common factor of specifics the new person must do in order to become Successful? One would think all commission sales people would want to become as successful as possible. Many people are not willing to do all the basic steps to take the road to success. Here is a list of must do's to insure success at some level. When these steps are practiced over and over again, the success grows faster and production becomes greater. Practice does make perfect.

- Success lies not only in what men do but also in what made them do it.
- The Successful person forms the habit of doing things that failures don't like to do.
- Reluctance to follow a definite prospecting program or to use prepared sales talk or to organize your time will harm your success.
- By doing things that others do not want to do you accomplish things they want to accomplish but don't.
- Every single qualification for success is acquired through habit. Form good habits so you don't form bad ones.
- Habits form futures.

These steps are intended for the new residential or commercial real estate agent who wants to form a successful career in real estate. It is also for the agent who desires to go “to the next level” in their production.

