



# GETTINGSET FOR SUCCESS

Review the year and build a focused results-producing plan for making next year brilliant!

This workbook belongs to: \_\_\_\_\_

# WELCOME...



What a perfect time of year to reflect and review on 2019 and then map strongly into a plan for 2020.

This workbook has been designed to help you navigate and effectively review then preview the best year in your real estate life.

There's a few exercises here that you may choose to come back to throughout next year – the purpose of each is to help you gain even greater clarity on what it takes to achieve a brilliant year.

I think you know already... there is a direct connection with your commitment to learning and the results you're achieving.

For me, investing time to plan ahead is not JUST so you have a plan. Planning creates the framework for you to produce even better results – in both business and life.

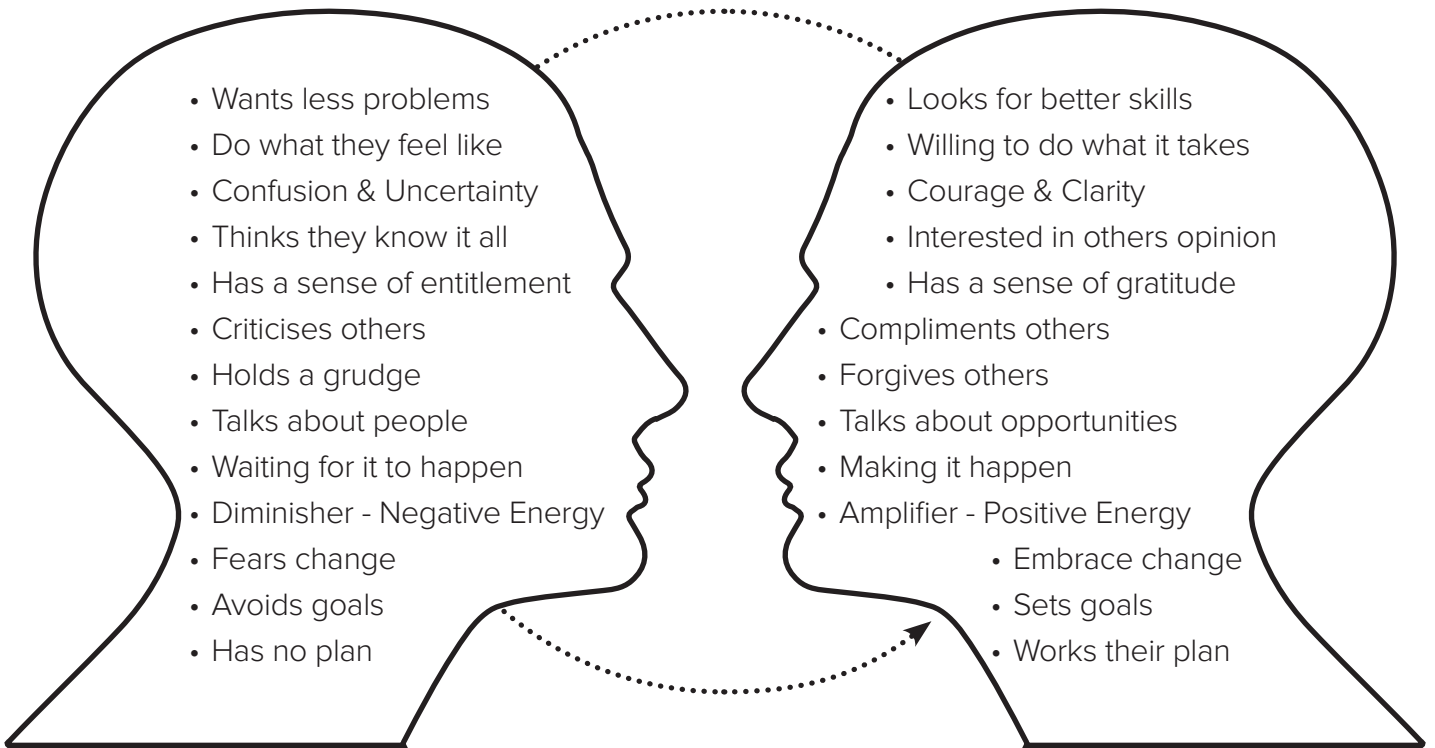
This workbook has been prepared for you. Use it well in the session and during the year ahead.

Welcome to GettingSet for 2020!

A handwritten signature in black ink, reading 'Michael S.' with a stylized flourish underneath.

Michael Sheargold  
CEO & Head Coach, RER Network

## PERSONAL & PROFESSIONAL INSIGHTS



FIXED

VS

# GROWTH

[illegible]

# THE FIVE F'S TO HAPPINESS

Rate the following from 1 – 10:

<b>Family</b>	1	2	3	4	5	6	7	8	9	10
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<b>Friends</b>	1	2	3	4	5	6	7	8	9	10
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<b>Fitness</b>	1	2	3	4	5	6	7	8	9	10
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<b>Fun</b>	1	2	3	4	5	6	7	8	9	10
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<b>Finances</b>	1	2	3	4	5	6	7	8	9	10
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# YOUR 2019 REPORT CARD 2019 - the year that was...

## Key Wins & Highlights for the year...

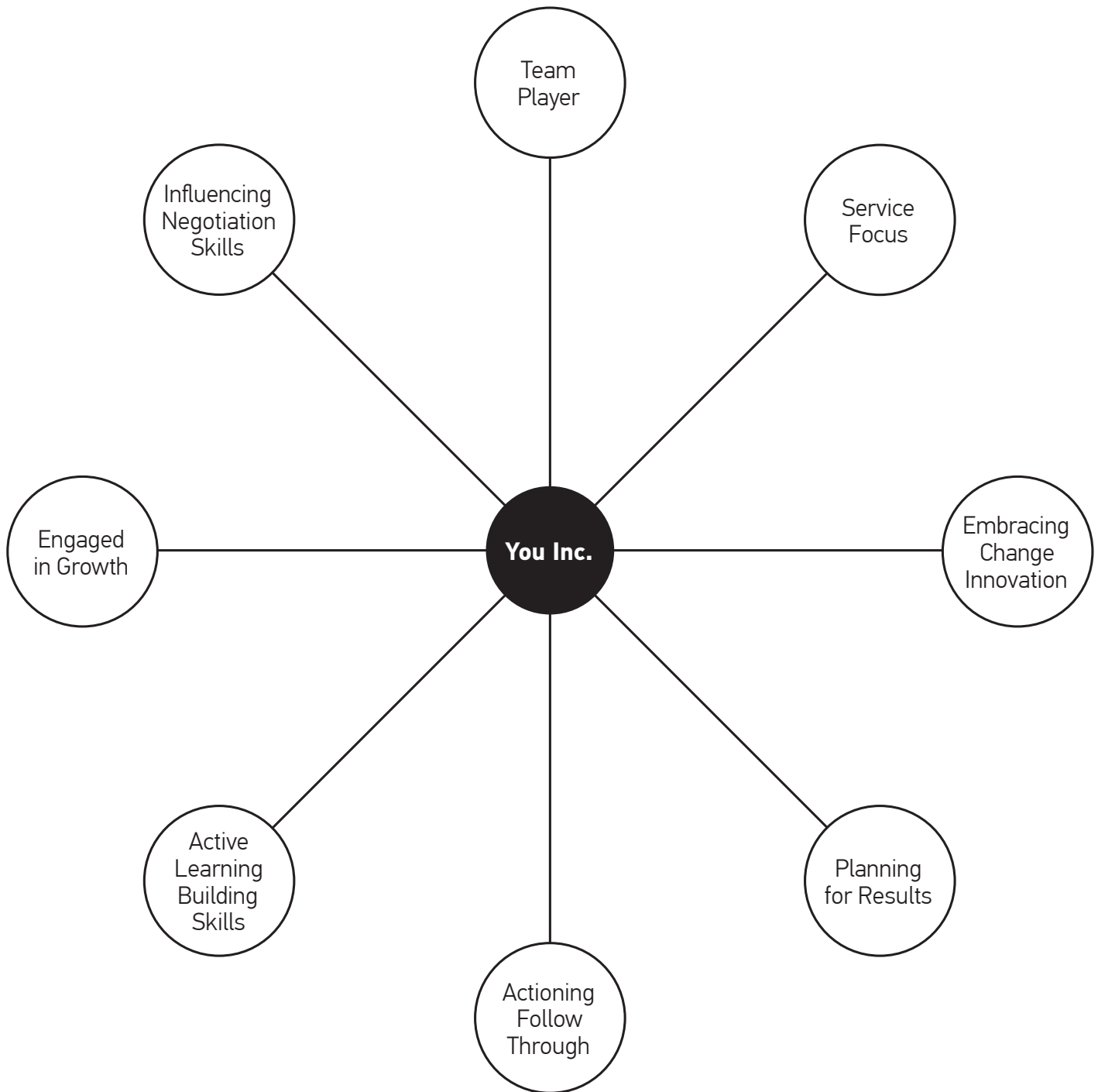
This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

## Challenges & What didn't go well this year...

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

# YOUR PROFESSIONAL WHEEL

From a professional point of view, rate each of these areas from 1 to 10 then connect the points to identify opportunities to grow next year.



# YOUR 2020 UPGRADES

What key upgrades, changes, commitments and improvements do I want to build into my 2020 plan?

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

## 2020 PERSONAL GOALS...

What will make 2020 a brilliant year for me?

What do I want to... Do... Be... Have... See... Give... Create... Achieve... Family, Relationship, Friends, Fun, Financial, Holidays...

[illegible]



## 2020 PROFESSIONAL GOALS...

## What will make 2020 a brilliant year for me?

What do I want to... Do... Be... Have... See... Give... Create... Achieve...

## Upgrading your skills, thinking and value...

[illegible]

## NOTES

[illegible]

## NOTES

[illegible]



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