

NINJA 気 SELLING

FOCUS. SKILLS. ACTION. RESULTS.

“Patterns of Excellence” Webinar

“We become what we do repeatedly.

Excellence, therefore, it not an act. It is a habit.” – Aristotle

A. Patterns of Excellence

- Teachable skills
- The “Vital Few” – 80/20 Rule
- Predictable Results

B. The Group, Inc. – Top 20 in 2010

- Market: ____%
- Top 20: ____%
- Average Gross Commission Income: \$_____

C. Every one of the top 20 emphasized two words:

- _____
- _____

D. 3 Success Keys

- _____
- _____
- _____

E. Top 10 **Mindset** Patterns

1. _____
2. _____
3. _____
4. _____
5. _____

Emotional Energy Quadrants

6. _____
7. _____
8. _____
9. _____
10. _____

“Life’s not about waiting for the storm to pass . . .
it’s about learning to dance in the rain.” – Vivian Greene

Remember: You mindset will _____ your skillset and actions!

F. **Mindset** Quotes:

- “I expect the day to be a great day.”
- “I focus on the positive every day.”
- “I believe the future is as bright as you want to make it.”
- “I believe in what I do for people.”
- “I was able to find balance that I didn’t think I could achieve.”
- “Wherever you are, be there.”
- “I accepted the realities of this market as opposed to defining it as a ‘good market’ or a ‘bad market’.”

G. Top 5 **Skillset** Patterns

1. _____
2. _____
3. _____
4. _____
5. _____

“It’s not what you _____, it’s what you _____.

“It does not take sharp eyes to see the sun and the moon, nor does it take sharp ears to hear the thunderclap. Wisdom is not obvious. You must see the subtle and notice the hidden to be victorious.” – Sun Tzu

Questions Based Selling by Thomas A. Freese

Question Sequence:

- _____
- _____
- _____
- _____

H. The Ninja Way:

_____ not _____

_____ not _____

_____ not _____

_____ not _____

_____ not _____

_____ not _____

I. Top 5 **Action** Patterns

1. _____
2. _____
3. _____
4. _____
5. _____

“Email and Facebook are the modern opiates of the people.”

J. **Action** Quotes:

- “I scheduled activities that produced income.”
- “I was extremely careful in choosing my daily activities. I focused on the ‘vital few’ and stopped spreading myself too thin.”
- “The biggest enemy is ourselves and how we handle distractions.”
- “I am religious about sending my cards.”
- “I am religious about making my calls. I make between 50 and 75 calls a week.”
- “I send cards religiously.”
- “I tapped into networks where people know what I do and they like me.”
- “In any networking situation, I am always prepared to talk about the market.”
- On annual real estate reviews: “I decided a long time ago that it’s my job to keep them informed about the market.”
- “Mail works. Face to face is better.”
- “I check my hot and warm lists repeatedly throughout the day.”
- “You should know the best value (the best house) in each sub-market.”
- “In this market you have to be proactive. You have to make it happen.”
- “You decide to be at the cause, not at the effect.”
- “You’ve got to reach out and grab it.”

“God gives food to every bird, but he doesn’t throw it in the nest.”
- Ancient Hindu Saying

K. Ninja Tools

- Ninja Scorecard
- Ninja Coaching Spreadsheet
- Ninja Business Tracker

Ninja Scorecard

Name: _____

Item	Points	Your Score
Daily Practices		
Write out your daily gratitudes M T W Th F Sa Su 2 pt per day	0-10	
Write two personal notes per day M T W Th F Sa Su 2 pt per day M-F	10	
Attend Sales Meeting Take away:	10	
Attend Tour Meeting/Tour Best value:	5	
Review Hot List/Warm List	5	
Call All Buyers/Sellers that are u/c	5	
Call/See 50 customers weekly	15	
Attend a scripts Practice session	5	
2 Unsolicited CMA's weekly 1=5 points, 2=10 points, 3+ 5 bonus points 1 2 3+	10	
Weekly Activities: (Activities to produce flow, educate, enhance business)		
1)	5	
2)	5	
3)	5	
4)	5	
5)	5	
Total Score	100	

