

The Ninja Path: Your Strategy, Story and State

A Ninja Webinar with Larry Kendall

1. The goal of Ninja Selling is to increase your income per hour so you can have a life.

2. Tony Robbins: 3 Success Keys

- _____
- _____
- _____

3. Your Strategy

- Your Goal: Increase your income per hour so you can have a life.
- A top producer is not necessarily a _____.
- The “One Thing”: Ninja Nine

Daily:

1. Start each day with your gratitudes.
2. Stay on your agenda. Don't open your email first thing.
3. Write two personal notes
4. Focus on your Hot List
5. Focus on your Warm List

Weekly:

6. Focus on your customer service calls
7. Schedule two live real estate reviews
8. Have 50 live interviews (ask F.O.R.D. questions and listen for change)
9. Update your data base. Pull information (pan & pleasure) from facebook.

4. The Ninja Nine Goal: _____ T.S.W.

The Good News: _____

The Bad News: _____

5. P.I.E. Time for Ninjas (see page 4)

P time = Three ingredients: You, a customer, a contract.

I time = Time you invest creating P time. Flow activities. Ninja Nine activities

E time = Everything else.

P & I Time generally require a real estate license.

E Time can generally be accomplished by an assistant.

Please check out the Ninja Webinar – “Success Systems: Working with Your Assistant” where Larry interviews Dave Muth. Webinar handouts include assistant job description, marketing and activity calendars, daily and weekly call lists, etc. Webinar is available at www.NinjaSelling.com

6. Two Challenges in This Market”

- _____
- _____

7. Listings leverage your time (Joanne DeLeon)

- “Your next transaction is embedded in _____.”
- “Bring your _____!”

8. Multiple Offers (Tami Spaulding) “Invest more time upfront.”

- 10-step Buyer Process
- Market Dynamics
- Negotiation Dynamics

9. Negotiate Like a Ninja – 5 Negotiating Points

- _____
- _____
- _____
- _____
- _____

10. Two Winning Multiple Offer Strategies

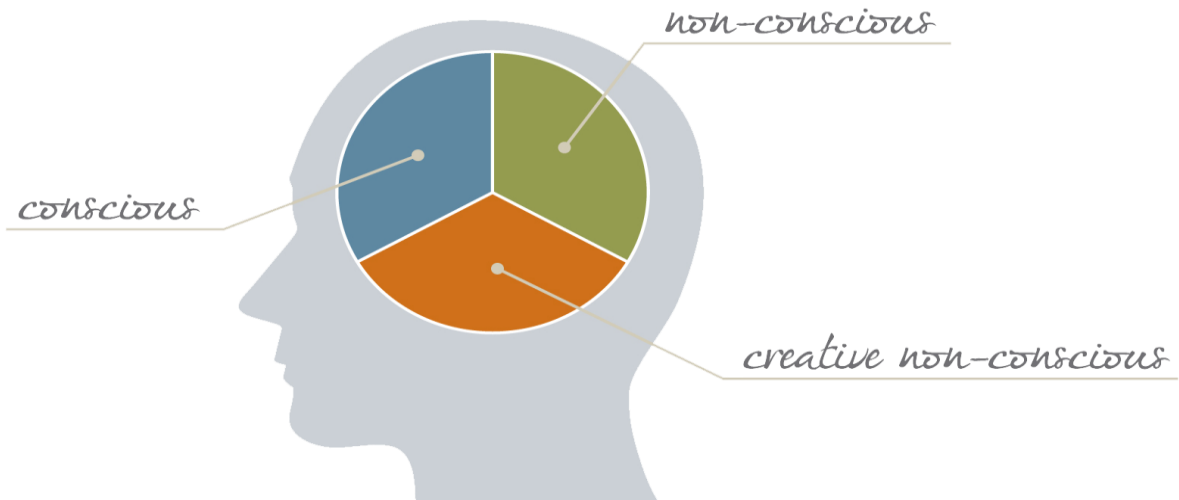
- _____
- _____

11. You Have 4 Stories:

- _____
- _____
- _____
- _____

12. Your Stories:

- “Your life is your story and your story is your life.” – The Drover, Australia
- “The quality of your life is the quality of your _____.” – John Goddard
- Today, people are telling your story on the internet. Your _____ are your story.
- “Stories control our emotions, and our emotions drive all our behavior.” – Tony Robbins



- “You will be the same person in 5 years as you are today except for 3 things:

- _____
- _____
- _____”

- Charlie “Tremendous” Jones

- “10 Things I Wish I Knew At 22” – Distinguished Lecture at Kansas State University by Larry Kendall. Go to: cba.k-state.edu Search: Larry Kendall
Speech: cba.k-state.edu/about/kendall-lecture

13. Your State (Physical & Mental)

- Generated by what your are _____, _____, and your _____.
- “Emotion is created by motion. Massive action is the cure for all fear.” – Tony Robbins
- “How will you know when you are committed to a goal? When you are _____
_____.” – Tony Robbins

14. We can show you the Ninja Path but you _____!

My Life List
(Reasons for Living)

To Have:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
9. _____
10. _____

To Be:

1. _____
2. _____
3. _____
4. _____
5. _____
7. _____
8. _____
9. _____
10. _____

To Do:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

To Give:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Starter Reading List

1. The Answer by John Assaraf and Murray Smith
2. The Go-Giver by Bob Burg and John David Mann
3. The Slight Edge by Jeff Olson
4. Now, Discover Your Strengths by Marcus Buckingham and Donald O. Clifton, Ph. D.
5. The Element, How Finding Your Passion Changes Everything by Ken Robinson
6. Secrets of the Millionaire Mind by T. Harv Eker
7. The Law of Success by Napoleon Hill
8. The Power of Intention by Dr. Wayne Dyer
9. The Five Love Languages by Gary Chapman
10. To Sell is Human by Daniel Pink
11. Ninja Selling by Larry Kendall (available 4Q 2015)
12. The Master Key System by Charles F. Haanel

Larry Kendall, Ninja Selling, 2803 East Harmony Road, Fort Collins, CO 80528;
Larry@NinjaSelling.com; 970-222-0349; www.NinjaSelling.com.