

My Personal Real Estate Breakthrough
By Paul Morton
A coach for Rich Levin's Success Corps inc.

Boy, I remember the stress. Stress isn't close to a strong enough word. How does complete, relentless, ever-present, mind-numbing, heart-pounding, two-ton pressure on my head sound?

Well, you wouldn't know but I do. I lived it. It's called starting a real estate practice with no outside income, little savings and no training. And before I go any farther, nobody held a gun to my head to do this. It was all my choice. I take full "credit" for it. It was bad.

But let's get a few other things straight, too.

- ✓ I had 10 years of outside sales experience. Very successful experience.
- ✓ I took a month off before I went to my licensing classes and read at least 10 books and over 2700 pages of what the industry "gurus" had to offer.
- ✓ I took detailed notes and had established a marketing plan.
- ✓ I went in to my first brokerage with a "take no prisoners" attitude.
- ✓ I was promised training from that brokerage and boy, did I get, um, "training."
- ✓ I was working morning, noon and night – EVERY DAY.
- ✓ I held up a pace that even surprised me, because I have a good work ethic.
- ✓ All this and....4 months later.....

No Sales.

No listings.

No ready willing and able buyers.

No money. Get out the credit cards!!!!

Can you say "HELP!?"

I was desperate. It was about this time that I took a continuing education class in the hopes that I would find some nugget of knowledge that would save my sorry butt. It was called "Start Smart," a class for new agents. Makes sense, huh?

What I got out of the class would change the direction of my career forever. It wasn't necessarily the content, although that was good.

It was the TEACHER.

Here's this short guy in a blue sweater vest talking about things that I had never heard before. Like "planning," "lead management," "buyer presentations (huh?)," "having weekly appointment goals," "checklists," and God forbid "taking a day off every week!" Either he was nuts or on to something. I had to find out.

We had lunch. I found out that he was coaching agents and raising their production levels in staggering ways. I knew some of these people. Yep, they were doing well. He also helped these agents *get their lives back*. He helped more established agents create teams with assistants and buyers' agents. There was living proof (in *my home town and across the country*) that this guy could and would get me out of this dreadful place I was in. Of course I said

“Sign me up!!!!!!”

The short of the story is that with his guidance and systems he helped me do over 2.2 million in sales in my first *12 months*. That's with no sales in the first 4 months, mind you. In my first full *calendar year* I did over 3.3 million in sales. The average price range in my neck of the woods was about \$115,000, so you get the picture of what kind of production I was doing in a VERY short period of time.

The success has continued. The debt is gone. There's money in the bank. I'm a new and happy me.

It's different now.

And by the way, this “New Me,” created in a VERY unsuspecting way something I hadn't really been searching for...I met a very wonderful young lady. She said that what attracted her to me was not just some form of confidence but just the “WAY” I was with her. My coach helped me lay a foundation for success and I am now in the position where the sky really is the limit.

Oh, the coach? I forgot to tell you his name. Sorry.

It's Rich Levin. His company is called Rich Levin's Success Corps, Inc.”

If you get the privilege to talk to him or one of his coaches you'll soon realize that this ain't the “rah-rah,” “cold-calling freak,” “FSBO-prospecting” real estate coach. He's ***different***. The ***program is different***.

If you get the privilege of becoming a coaching client with his organization *you can be different, too*.

I am and it's great.

Paul Morton is a coach with Rich Levin's Success Corps. Paul has continuously been a top producer and has successfully managed new construction developments along with his regular business and coaching responsibilities. Paul believes that a foundation built on integrity; persistence and solid business practices can enable anyone to enjoy financial and personal success in their real estate practice.

If you would like to learn more - including how to take back your life, contact us. This is not a long sales pitch, I PROMISE. After only one hour, I guarantee you will understand your current business better, you will learn what habits and systems produce huge results, and you will have taken a giant step toward realizing all of your dreams!

Rich Levin is a nationally recognized Coach, Trainer, and Speaker. His specialty is working with Real Estate Agents and Brokers taking them to their highest levels of production and performance in their business and in their lives. Rich's "Start Smart" program is now called "Rich Levin's Success Course" To Book Rich Levin call Broker Agent Speakers Bureau at 1-877-211-6472.