

WHY THIS OFFICE? WHY SUSAN? TOP TEN REASONS!

1. **MOTIVATION**...everyone knows that your motivation has to come from within, but it sure helps when your manager can inspire you. I am an encourager and a coach, and some days you may feel my gentle push on your back. We gain strength and inspiration working together as a team.
2. **SYSTEMS**...it's not just the "what" to do that you'll need help with...it's also the "why". I'll teach you WHO, WHAT, WHERE, WHEN, and WHY we do things the way we do. I believe that once you understand the "why" you'll never have trouble doing the work. I train and teach 3 days a week, providing current info on dozens of topics. And I spend money and time every year to BE coached and trained from leaders in the industry, so that I can be a better coach for you!
3. **GOAL SETTING**...you've got to have a dream for a dream to come true. What's on your list of things "to do, to have, and to be"? Those answers determine how we set your goals. I'll help you with that. Every Fall we will focus on building you a custom business plan.
4. **ADVICE**...the ability to step back and take a close look at the whole picture. "How should I proceed? What would you do?" Agents want to look to their Broker/Mentor/Coach as an experienced professional who's been there. I've seen and experienced a lot of real estate transactions over 28 years, both as an agent, and as the leader, so that I can guide you through even the most complicated transaction. And I have access to our 2 company Attorneys if I need help. Ironically, sometimes "*doing nothing*" is the perfect solution.
5. **PROVIDE FEEDBACK**....great listening skills are an important part of leadership. I've learned how to listen, ask the right questions, and provide the feedback that will help YOU identify how you really feel and how you want to handle it. I'll teach you **empowerment**.
6. **INJURY PREVENTION**...I can often see your "flame-out" before YOU do. Sometimes it's important to have someone that knows and understands you who can pull back on your reins and say "WHOA" "You need a vacation". "Why don't you step away from this for a few days and come back refreshed."
7. **PLATEAU BUSTING**...How long are you going to be satisfied with your current level of production/income? For some of you it's a fast rise to success and money that's on your mind. For others it may be team-building or receiving awards and recognition that light your fire. I'll help you push through those barriers and coach you to a new level.
8. **CHEERLEADER**..."some days are diamonds, and some days are dust". Let's face it; it's most likely that you have enough self-confidence that you can drive your own bus most days. And the better it gets, the better you do. Until. When those blue days show their ugly face and you have a client that's just worn you to the nub, it's nice to know that you've got a friend. I've been a true (got the uniforms to prove it) cheerleader since 6th grade. It's part of who I am. And I will tell you the words, lend that ear, loan you a book, or encourage you to listen to one of my favorite inspiring souls to help mend you, heal you, and get you back behind the wheel.

9. **FUN**...the beauty of age is that it knows no boundaries when it comes to fun. Life has been a great teacher for me, and I have been (and continue to be) a great student. One of the best things I've learned is to relax, let go occasionally and have a serious belly laugh. You've never worked in a more wonderful atmosphere than the one that we have created here. Our culture is one of trust and laughter, helping, guiding, teasing, supporting, and a willingness to help.

10. And finally, COMMITMENT...It's **MY GOAL** to give you your wings and teach you how to fly; It's **MY MISSION** to make a difference in your life. "I CHOOSE to live by choice, not by chance; to make changes, not excuses; to be motivated, not manipulated; to be useful, not used; to excel, not compete. I choose self-esteem, not self-pity. I choose to listen to my inner voice, not the random opinions of others." *The Stencilsmith*