

ELITE PERFORMER MONTHLY

For The Real Estate and Mortgage Professional

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How to Use the “F” Word in 2010

By [Andy Harris](#)

I have had the pleasure of working with and meeting all types of people during my career. As I've mentioned in the past, long-term success is not something that just “happens”. It takes hard work and focus, especially in our current housing market and with the daily changes in our industry. Adapting to these changes is not optional if you plan to succeed in 2010. This should be common sense by now for most of you. You must change your systems and game plan to not only comply with regulatory changes, but to also make sure you take advantage of NEW opportunities and eliminate as many speed bumps as possible.

The main thing I wanted to focus on in this January issue is your mental game. Many of us are doing well and many are not doing well. The specific factor I see in dividing these results is how these individuals think and respond to challenges. Each morning one will wake up and either have FEAR or FAITH. It's really that simple. YOU have control over which one you choose, but you need to know (being honest with yourself) which one you are allowing to take over the majority of your thoughts.

Yesterday is gone and it's not coming back. If something happened yesterday or the day before that caused you concern or distress, just remember that it no longer exists unless you voluntarily hold onto it. Focus on TODAY, not yesterday or tomorrow. Uncertainties about the future is a burden you were not created to carry. Only the big man upstairs is built for that burden. Planning for the future is great as long as it is driven by FAITH. Concerns or FEAR about the future will do nothing but create anxiety and negative thoughts, holding you in a self-built prison.

Worry is worthless. It's not easy to block out worry or fearful thoughts. You want to face “issues” head-on, however make sure these issues do not affect your tomorrow. FEAR is FICTION, but FAITH can be FACT. In 2010, challenge yourself to have fun and have faith for the future of your business and new opportunities. Help others do the same during these challenging times. Just remember, your thoughts are already shaping your future whether you are aware of it or not. I don't know about you, but I'll put my money on FAITH.

Until next time... motivate and inspire others!

-AH

Matthew 6:34: *“Therefore do not be anxious about tomorrow, for tomorrow will be anxious for itself. Sufficient for the day is its own trouble”. Each day has enough trouble of its own.”*

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Tip of the Month:

Find a calendar for YOU. Obviously it's important that we schedule and keep appointments for both personal and business, however the way you remember your appointments is key. Some like having a schedule they can physically carry and manually write-in, while others might like an electronic calendar via Outlook or on their mobile device for reminders. Regardless, whatever you use, make sure it's comfortable and consistent so that you don't forget our appointments and meetings!

[About the author](#)

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