

ELITE PERFORMER MONTHLY

For The Real Estate and Mortgage Professional

Issue 3, November 2009

Thanks and Giving

By [Andy Harris](#)

It's hard to believe that Thanksgiving is just around the corner next week and we're already seeing Christmas decorations everywhere. This year seemed to go by quickly for many of us and if you are a real estate professional you owe it to yourself to take a break. Enjoy Thanksgiving with your family and be thankful for your surroundings and sticking things out in our ever-changing industry. We have a way to go, but NOW is the time (other than your relaxing holiday time) to dig your heels in and capture market share in your 2010 business plan. Good job to those already thriving in 2009.

This month I wanted to touch on the importance of "taking time" to thank your clients and colleagues, as well as "giving your time" to help and acknowledge others. Too often we get busy and overlook some of the most important things during and after a transaction. It's important that we time-block and create an organized schedule that allows us to maximize the experiences and relationships of those around us.

After each closing, take time to hand-write thank you notes to your clients and business partners who helped you with a successful transaction. Many have a welcome home package or other ideas for buyer's which I think is great, however don't forget others involved. Referrals are the heart of business for everyone and it's important to make a lasting impression, but too many allow pride to keep them from being thankful or showing appreciation to others. Sometimes thanking someone might not be applicable due to a poor performance, however a small thank you with constructive criticism might apply.

Also remember your internal team and assistants. Make sure they know they are appreciated. It's hard to find good people so when you do make sure you thank them and take the time to pay attention to their needs and their performance. Just a quick note or an email with a pat on the back goes a long way. Give your time when it's needed and make sure you're aware of your surroundings and the attitudes of staff.

I enjoy meeting new people every week in our industry. It doesn't matter if they close 1 or 30 transactions per month. I always thank them for their time and look for ways I can help grow their business if they show integrity and the potential and desire to succeed. You never know who you might run into that can help you grow your business and you do the same in return. I believe when you give you shall receive with donations, tithe, etc., however giving just your time and expertise to others will produce the same results.

Happy Thanksgiving!

Until next time... motivate and inspire others!

-AH

ELITE PERFORMER MONTHLY

For The Real Estate and Mortgage Professional

Wisdom for Today

The Ransom of a Man's Life is His Riches (Proverbs 13)

There is one who makes himself rich, yet has nothing; And one who makes himself poor, yet has great riches. The ransom of a man's life is his riches; but the poor does not hear rebuke. Wealth gained by dishonesty will be diminished; but he who gathers by labor will increase.

[About the author](#)

To Contact Andy:



VANTAGE MORTGAGE GROUP INC.

Andy Harris | President
15962 SW Boones Ferry Rd. Suite 100
Lake Oswego, OR 97035
503.496.0431 ext. 302
503.880.2427
aharris@vntagemortgagegroup.com
www.AndyHarrisMortgage.com
www.VantageMortgageGroup.com

