

# ELITE PERFORMER MONTHLY

For The Real Estate and Mortgage Professional

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## Increase Production by Movement

By [Andy Harris](#)

Those who know me well are aware of my background in fitness and bodybuilding in the late 90's/early 2000's prior to getting in the mortgage industry. Since that time, I have remained active and consistently working out even when it's not convenient (which seems to be most days/weeks). In this issue, I am going to briefly dig into my personal training roots to discuss how living a more active lifestyle can and will help you become more productive in your professional life and career. Because nutrition is a whole different topic, I am simply going to touch on exercise and fitness and how it helps increase your production and income.

Let me start by clearing the air regarding excuses. NO ONE is "too busy" to exercise. It's a matter of priority in your life. If you don't feel you have the time, make it. No exceptions (sorry, I have to be a little more direct regarding this topic). While we are all very genetically different, no one is "burdened" with uncontrollable body fat or obesity. It is a matter of lifestyle NOT genetics. No exception. Believe me, body fat is simply stored energy reserves from excess calories and limited movement. It's that simple. We've all seen the Biggest Loser... the weight CAN be lost if you change your lifestyle and stick to it. Making excuses is much easier than doing something about it.

With that aside, I personally feel exercise of any kind is very beneficial for those looking to succeed in our industries or any industry that demands ongoing and consistent efforts to build and add more clients to your database. From experience, I know for certain that those adding a consistent exercise regimen to their life are more productive than those who do not. Along with productivity, the following are also benefits available to you for FREE if you so choose:

- Increased Energy
- Increased Self-Esteem
- Increased Mental Focus
- Increased Strength and Stamina
- Reduced Depression
- Decreased Stress Levels
- Enhanced quality of sleep
- Increase the endorphins to the brain

If you notice, these benefits are only reflective toward business production and do not include the hundreds of other health and personal benefits to live longer and look better while potentially avoiding serious sickness and/or illness. There are too many to list, many of which go together and can also help with your production and income levels. I feel that working out consistently allows you to get more done in less time, with clear and focused goals met more easily. If I had 2 employees with the same skill set and experience yet only 1 of them was physically active, I know for certain the one physically active would be more productive on any given day.

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If you're consistently active and working out...great job. Keep it up! If not, than why? (It's a trick question since there is no legitimate answer to it as noted above). I am not saying you can't be successful if you don't workout. What I am saying is that you can be MORE successful if you do. So what will it be?

Until next time... motivate and inspire others!

-AH

## Tip of the Month:

Since on this topic, I might as well throw some health tips in here. Never skip breakfast, it's important. If you are not aware, breakfast simply means "breaking the fast" since you have not eaten while sleeping and you've been fasting all night. The brain runs on glucose and I'm assuming you need to use it during the day (at least I hope). Eat 5-6 smaller balanced meals per day preferably 2 ½ to 3 hours apart to keep metabolism up and insulin levels in check (learn about the glycemic index when selecting carbohydrates). This will not only help you think and feel better, but also decrease your waistline.

## [About the author](#)

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