

# TUESDAY TECH TIPS

A weekly update of real estate related tech news and tips

## Need a change?

If you are a real estate agent in the Danville, San Ramon, Alamo, Diablo and Dublin area and you'd like to work with a broker that "gets" technology, come and talk with me!

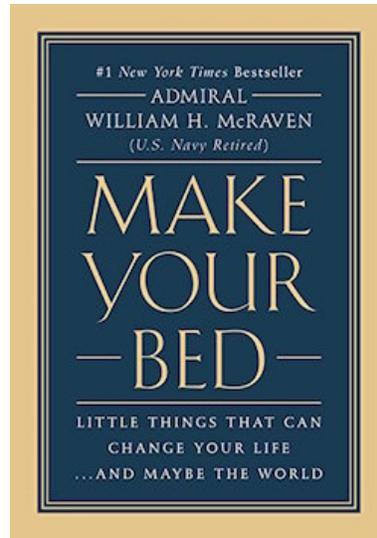
I am the manager of Berkshire Hathaway Home Services Drysdale Properties offices in San Ramon and Danville. Let's explore the possibilities!

## The Blog

For the past 9 years I have been publishing a weekly blog for real estate professionals. Each week I find some new app, software program or some new gadget that I think will be helpful to you in your business. Occasionally, I slip in a little sales training that I think you would find useful too.

And on rare occasions I publish a rant about something that rubbed me the wrong way. Check it out:

<http://www.RealtyTechBytes.com>



## Make Your Bed!

I want to recommend a book this week. In the past I have recommended books, but they have all been real estate specific books.

The author of the book is Admiral William H. McRaven (U.S. Navy Retired) and is titled "**Make Your Bed - Little Things That Can Change Your**

**Life ... And Maybe The World"**

*About the author: Admiral William H. McRaven (U.S. Navy Retired) served with great distinction in the Navy. In his thirty-seven years as a Navy SEAL, he commanded at every level. As a Four-Star Admiral, his final assignment was as Commander of all U.S. Special Operations Forces. He is now Chancellor of the University of Texas System.*

The book was inspired by a commencement speech given by Admiral McRaven at the University of Texas in May of 2014. Of course someone shot a video of the speech and posted it on Youtube. It became an Internet sensation and went viral on Youtube.

Even though the author is a career military officer, this is not a book about the military or about war.



**Here are some useful Links**

*(For when I can't be there)*

*TopProducer Help*

<http://www.topproducer.com/campus/top-producer/top-producer-help>

*zipForms Help*

<https://www.youtube.com/user/zipLogix/featured>

*DocuSign Help*

<https://support.docuSign.com/>

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Instead, the author draws from his 37 year career and lays out Ten life lessons that anyone can put to use in their lives.

So why am I recommending that you purchase and read the book? Good question. If you are selling real estate I think that you will agree that your job is challenging. Every day you have to meet and surmount obstacles. Some of your doing, and some created by others. How we deal with them is what ultimately determines our successes or failures. McRaven gives you tools to take these challenges head on and turn them into wins.

Here are the Chapter Titles:

- 1.Start Your Day with a Task Completed
- 2.You Can't Go It Alone
- 3.Only the Size of Your Heart Matters
- 4.Life's Not Fair - Drive On
- 5.Failure Can Make You Stronger
- 6.You Must Dare Greatly
- 7.Stand up to the Bullies
- 8.Rise to the Occasion
- 9.Give People Hope
- 10.Never, Ever Quit!

If you'd rather just watch the commencement speech video, here is the link: <https://www.youtube.com/watch?v=pxBQLFLei70>. It's only about 20 minutes long and it's time well spent.

But, if you want the background and the details of each of McRaven's points, buy the book. The link to it on Amazon is here: <http://amzn.to/2spJMni>