

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>



Why Having Absolute Belief In Your Goal Is Necessary

When someone succeeds in life, people often ask, how did you do it? It's the same old question from everyone aspiring to achieve something to everyone who already did it. Some would tell you it's luck or hard work but when you listen to them closely, you'll hear their enthusiasm about their dreams. I can hear you whisper in your mind right now, so what? These people believed in their dreams; they believed their dreams were not too much for them to reach or too weird to even propose to others. They believed in themselves and the goals they made and that's how they did it. Let me give you some reasons why having faith in your goal has a great impact in achieving it.

1. If you don't, who else will?

You will have to start believing in your aspirations before anybody else will. Who would want to believe you if you yourself doubt your ideas? People will admire you and your pursuit when they see the sincerity in your confidence towards your dream. You're responsible and obligated to believe in your



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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goals — before anyone else — because that's the only way you will find means to achieve them.

2. You are building your self-esteem.

There will be thousands of obstacles along the path when you decide to pursue your dream. Sometimes, these challenges will break you but you just have to keep going because it's all part of the process. If you have enough confidence in your goals, you also have the same belief that you can surpass them all.

3. You mold yourself into positivity.

You, of all people, should know that a little bit of negativity will bring you and your goals down. If you really want to succeed in whatever you are aspiring to have or to become, you need to remain optimistic all the time. And that is not possible if you lack faith in your goals. You will have to keep the enthusiasm you had the first time the idea came into your mind to keep yourself surrounded with positivity.

4. You are not ready to fail.

You will have to face the fact that failures are waiting along the way. They are there to make you stronger and to equip you to become the person you need to be when success is within your reach. If you don't have enough faith in what you are pursuing, you will most likely get discouraged. But if you know the potential of your goals, you will not be fragile enough to break easily when discouragement comes.

Lastly, isn't it nice to know how to answer the same old question, how did you do it? When that time comes, it will be your turn to inspire others.