
If you won't stand for something, you'll fall for anything!

8/01/07

Sooo... what should I write about? Sometimes I tend to get writer's block because I really try to figure out something that would allow you to get to know who I am and the things that I stand for. Interestingly enough, Mike (my wonderful husband) and I just attended a weekend seminar. I really wanted to go for me because I haven't been feeling like "me". I wasn't really sure what was wrong, per say but I knew something wasn't right. Mike signed up on his own free will but really went because I was going. It was truly a life transforming process for the both of us. I won't even begin to explain the Landmark Forum (name of the conference) because it's hard to understand unless you experience it but it really put into perspective a number of things in my life. It allowed me to experience a freedom in certain areas that I've never had before. So probably at this point... I'm either not making any sense or you're thinking that I'm now involved in some type of cult or have been brainwashed. :) I'll assure you that I'm not but hopefully you will be able to notice a difference. I have noticed many differences in 4 days that truly affected me and things I was very unaware of. I'm going to give you an example as it relates to Real Estate. Based on some of the things that I've learned in this seminar, here's what I know. The market is, what it is. Yes, there are a lot of homes for sale, yes it's a buyer's market and yes it might take longer to sell than we all would like. But there is nothing we can do to change it... so it is what it is.

Part of the core values of the curriculum is being a man/woman of your word and realizing that your word is who you are.

Personally, I always believed that I was a person of my word and kept my promises but what I learned was I really didn't. For example, if I tell someone that I'm going to call them today at 8:30 a.m., then guess what? In the old frame of reference I would have called them today but I might have been side-tracked and called around 9:00 a.m. If you recall, my promise was to call at 8:30 a.m. I promised this, so that's what I need to do. Maybe that seems trivial, but it really isn't. I will tell you that I'm very conscience of what I promise other individuals and know that my marketing material needs to be totally accurate. As a parent, I've always stressed the fact that we need to be honest with people. So honesty has always been a core value for me. Again, I've felt that I'm a very honest person and that a half truth doesn't really count because there is truth in it, right? While things are very delicate in nature and as humans we don't want to offend anyone, the best thing I can do for you and for me, is to be totally honest with you. If you really understand the meaning of those two things, you would understand that what I've declared is a huge phenomenon. By speaking it, I've made myself accountable to everyone that reads my newsletter. (Which by the way, I encourage you to do if I slip and fall :) So there you go. To summarize: I promise to have integrity in my business... being a person of my word and I promise to be authentic... being a person who tells you the truth.