

THE THREE PILLARS OF LEARNING AND DEVELOPMENT

We have developed this model as a way of evaluating and communicating the main areas of learning that will lead to a successful Real Estate career. The whimsical nature of the pillars is to help us remember that learning is most effective when it is somewhat light-hearted and fun.

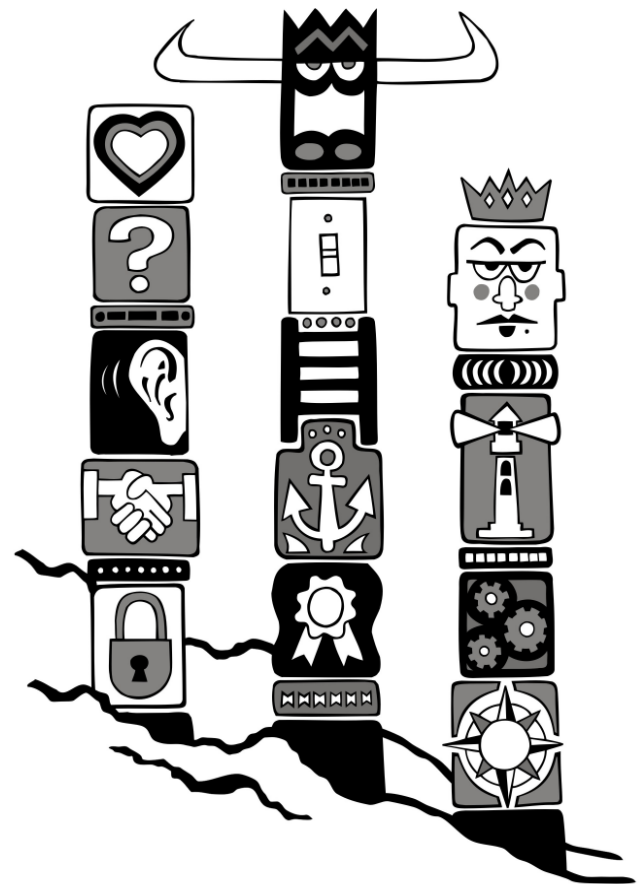
Each pillar of learning is equally important for sustainable success and you and your coach will ensure that learning, growth and development is occurring in each of the three pillars.

The Pillars Represent:

Sales Training: We will help you develop exceptional sales skills that allow you to connect with people at a fundamental level and build the trust that is required to complete successful business transactions.

Action Plan: We will keep you in action by discovering what gets in your way and navigating your path to success.

Strategy: We will create a powerful Real Estate business strategy that is unique to you that uses your natural strengths and skills and that will assure you of amazing results.



What are the symbols in the pillars all about?

These symbols represent the various elements in each of the learning pillars.

The Center Pillar represents ACTION. The bottom symbol is a ribbon for success. As we successfully take each action step we want to acknowledge the action itself as a success on our journey. Next is the anchor which symbolized commitment - commitment to be in action towards our goals consistently. The ladder is symbolizing that action is what will take us to the next level, the switch is of course to switch into action no matter how many times we get stuck or derailed and the top symbol is the bull—we must take the bull by the horns if we are to reach our full potential.

The Pillar on the right is STRATEGY. The bottom symbol is a compass so that we can always find our way and know what to do. The gears are how all the pieces of our strategy integrate together, the lighthouse is to show us the way to the far off points and the top symbol is a hybrid of the Queen from a chess game symbolizing the win and the Queen of Hearts of Alice and Wonderland reminding us to look down the rabbit hole once in a while.

The Pillar on the left is SALES SKILLS. The bottom symbol is to unlock the portal to peoples trust and to get past their defenses. The hand shake represents collaboration not just with clients but with all the people we interact with, the ear is for intentional listening and of course, the art of powerful questions is symbolized by the question mark. The top symbol is a heart because truly remarkable sales skills come from a place of deep compassion.

