

LISA B'S 30 DAY CHALLENGE

REAL ESTATE HABITS

1. Forty-five minutes a day commit to daily prospecting tasks.
2. Improve your listing presentation every day. Think about what you did right and where you can improve.
3. Thirty minutes a day follow up with buyers and sellers. Phone calls - emails - texts.
4. Follow five people a day on Instagram or Facebook that you admire. If what they do resonates, model their marketing. Always be marketing.
5. Always ask for video testimonials. Always.
6. Listen to a podcast, read a book, or listen to a book on audible. Always be learning.

HEALTH

1. Drink a litre of water with lemon juice first thing in the morning.
2. Stretch for two minutes as soon as you get out of bed.
3. Take your supplements.
4. Add one extra vegetable to your lunch or dinner.
5. Cut out caffeine.
6. Cut out alcohol.
7. Cut out sugar.

WELL-BEING

1. Listen to a YouTube guided meditation for 5 to 10 minutes.
2. Journal about how you are feeling for 5 to 10 minutes.
3. Have a piece of feel-good music (classical or vintage) ready to listen to as you prepare food or wait for something.
4. Go for a walk
5. Take a minute to remember a specific time when you felt incredible, unstoppable, loved, and free.

COMMUNICATION

1. Practise saying something that you want to say to someone (even though you don't quite feel ready to speak it directly to them).
2. Choose five words or phrases for the day that you will endeavour to sprinkle into your conversation.
3. After you've spoken with someone, think about whether you were really present with that person, aim to be present.
4. Re-read any email or text before you send it and ask yourself if you have over or under-communicated your meaning. Also, assess - do you need to take the emotion out of your words?
5. Mix up your mode! If you normally leave voicemails, try typing a message, if you normally go crazy with emojis try finding words to say the same thing, if you normally leave messages then call someone instead.

FINANCE

1. Look at all your bank accounts early in the day. Focus your mind on increasing the amounts.
2. Put any extra money you have each week towards paying off debt.
3. Spend five minutes each morning watching a YouTube video about personal finances.
4. Aim to decrease your personal and business expenses. Take a look at your credit card statements and bank accounts. What can you do without?
5. Find a money hero, someone who you think is rocking it financially. Look at their social media or read what they've written for a couple of minutes a day to remind you of the identity you need to embody.

ADVENTURE

1. Listen to a piece of music in a style that is normally not your style.
2. Spend five minutes on a lifestyle travel Instagram feed actively dreaming about your next big adventure.
3. Find one thing daily that you didn't know about someone you know.
4. Each day reaches out (elegantly) to someone you really admire via social media. Make sure you choose a new person daily otherwise, it's called stalking!
5. Try something in your business that you've never tried before such as doing a Facebook live, increasing your d, turning off your phone for certain times of the day, having a random dance break for all team members...
6. Wear an outfit or item of clothing that you normally wouldn't wear.
7. Spend two minutes learning a phrase in a language that is new to you.