

Five Ways To Increase Your Personal Bandwidth

By JOEANN FOSSLAND

Are you a human being or a human doing? That may sound like a funny question, but many real estate agents exert much energy yet get nowhere. If you want 2008 to be your best year ever, the path may be more about working on who you are "being" rather than what you are doing.

Linear financial goals are necessary to measure your effectiveness and to bring a certain level of results. However, focusing exclusively on these usually leads to trying to increase the results by working more, harder and faster. Instead, concentrate on what really could make a difference: the being rather than the doing.

When you become conscious of the negative thoughts in your head, you start to understand why you are getting the results you are. You can begin to retrain your mind and reset your default thinking or reframe situations. The work you do to shift those internal dialogues gives you a much better payoff.

You've probably heard athletes describe being in the flow, or that experience of everything coming together in perfect alignment to produce results with ease instead of struggle. Also, the Law of Attraction has gotten lots of attention lately with the movie *The Secret* and the other media coverage. Simply stated "Like attracts like, and what you focus on expands." Through managing the energy of your thoughts, you learn how to draw good energy and positive results to yourself. In other words, change your thinking, and you can change your world.

Now, lest this seem too much like some New Age woo-woo, here are some specific suggestions to expand your personal bandwidth. You know, the more bandwidth your Internet connection has, the faster you can download. A wide bandwidth lets you accept more, process more and be very productive. Here are five ways to increase your personal bandwidth in 2008.

1. Tap in to your passion. "Work and play are the same. When you're following your energy and

doing what you want all the time, the distinction between work and play dissolves," according to best-selling author Shakti Gawain.

Are you having enough fun? Fun is attractive! You have more fun when your actions and values are congruent. Discover the values that are important to you, whether it be family, financial security or knowledge and learning.

Wynne Achatz, ABR, CRS, GRI, PMN, of Westrick Real Estate One in Marine City, MI, found her bliss. "I tapped into my passion knowing, 'It is in the spirit of giving that we receive,'" she said. "I knew early on in my real estate career that I was going to follow family tradition of giving back to the community... I gave back to my peers by committee and leadership commitment. I gave back to my family by giving them more of me. I gave back to my customers and clients by going the extra mile, and all of this made my business grow and me a happy person."



Wynne Achatz

Carefully examine your values; these are your motivators. They remind you why you are working and how working can give you more joy by giving you the opportunity to express yourself through your passion and your values.

2. Put you first. As poet Mary Olivier wrote, "Tell me, what is it you plan to do with your one wild and precious life?" Okay, I know your Mom told you not to be selfish, but please hear this: To increase your personal bandwidth, you must become very selfish.

Nurture and take care of your body and soul so there's enough of you to give back to others. Take a full day off each week — a day when you're really off. Don't take calls, and don't turn on the computer. Let your clients know that Sunday is "family day" or whatever you want to call it. Most clients will honor your boundaries if you tell them.

Margaret Rome, ABR, CRS, GRI, PMN, SRES, of Coldwell Banker Residential Brokerage in Baltimore, MD, had to learn this lesson. "The past couple of years have been challenging because of my husband's health," she said. "First, I made a commitment to go to the gym three times a



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week and work out with a trainer, and then on the days I'm not at the gym to walk first thing in the morning.

"Second, I make time to get together with friends regularly. These changes made a tremendous difference. I have more energy, get new ideas and have more to give while keeping all the balls in the air."

3. Let go of the baggage. As Marianne Williamson wrote, "When a woman falls in love with the magnificent possibilities within herself, the forces that would limit those possibilities hold less and less sway over her." We all have some things we know about ourselves. But are these beliefs the truth or just something that limits you from experimenting on goals that might be outside your comfort zone?

Frances Flynn Thorsen of Purple Sage Realty in Tucson, AZ, had a major shift in this area that has changed her life. "There was a long period in my life that saw me going from one crisis to another in both my personal life and in my business," she said. "My real estate practice felt like a boat that I was trying to row upstream. I was doing things I did not enjoy, took care of everyone and everything except myself and had baggage that was decades old and festering.



Frances Flynn Thorsen

"My mind was a breeding ground for gremlins of self-limiting belief, and I believed that my tolerations bought me indulgences toward happiness in the next life."

At 53, Thorsen found what really made her happy and decided to let go of the baggage. "Now I am more productive than ever," she said. "I give rein to the creative muses I love, and I have found a blissful place that I would not trade for anything." How about you? Is there garbage you should throw away or beliefs that are limiting you? Look to see what rules you have constructed about what you can and can't do, and take these steps:

- Identify a belief inside that doesn't support the dreams for your business and life.
- Reflect on where that belief came from. In other words, what are you holding onto as evidence that this belief about yourself is true?
- Be ready and willing to let go of the belief.
- Find evidence for the opposite. Take some belief that isn't empowering, such as "people will think I am pushy and obnoxious if I ask

for referrals." Now ask, has there ever been a time that wasn't so?

- List the other beliefs that are not supporting you, and work through them in this same manner.

4. Reframe the negative. It's easy to be sucked into how bad real estate is right now if you read the news or listen to people making excuses about why their business isn't successful.

I am not suggesting that the markets of 2008 aren't different from those of 2004. The truth remains that there are always opportunities. To expand your bandwidth, take the negative information or thoughts (that old gremlin voice trying to protect you from being hurt) and reframe them. How can we reframe the negative? I recently asked this of a group of students and received these answers:

- Maybe because there's lots of new home inventory, the opportunity to get buyers a good deal exists, and many of these builders will offer higher-than-average commissions.
- Because many expired listings did not have a great REALTOR®, informing them of all the cool tech tools you have, taking better pictures and virtual tours and coaching them on staging provide some opportunities to help that seller get their home sold and to get you a listing.
- Because there are people facing foreclosure, learning about short sales and other options can help everyone.

5. What are you tolerating? Everything that you put up with, that irritates or bothers you, sucks some energy. What if you were to do a clean sweep and attack these energy vampires? There's an assessment on www.joeann.com/cleansweep.htm that was created by CoachU that has 100 items to master.

To start:

- Make a list of the things that annoy you and suck energy your energy (messy desk, people who interrupt, broken stuff and so on). Mentally go through each room in your house, your car and your office and list these items.
- Identify if there are some pivotal tolerations: ones that would clear up five or more items.
- Pick five to handle this week.
- Do that every week until your list is smaller.

M.A. "Marti" Pattinson, ABR, PMN, of eHome Pro, LLC, in Dallas, TX, says, "In this business we tend to tolerate far too much, and I do the clean sweep about every six to eight months.

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"I tend to stay organized with the office, files and business, but my house will get out of order. Regular maintenance gets overlooked. The flower beds, which are my first love, tend to get overgrown. My garden really is my greatest therapy, and regardless of whether I am overwhelmed or not, I should be out there. But usually that falls to the bottom of the list until I can tolerate it no more. When I look at what I am tolerating, I get back on track."



M.A. "Marti" Pattinson

So, the tolerations can be with the physical stuff of your life, or they can show up in relationships. Emily Link, ABR, CRS, PMN, SRES, is with Keller Williams Realty in Thousand Oaks, CA and works with her daughter, Jessica Fender. They have examined where tolerating others'

bad behavior isn't a fit for their business and let go of those people.

"Jessica and I took a great leap when we stopped working with people who did not share our values," Link said.

"We did not take a listing because the seller treated us disrespectfully when we met with him. We knew that he would control our lives negatively for as long as we worked with him.

"We have fired sellers who try to tell us what we need to do to sell their homes. We are the professionals, and we know what needs to be done. It's empowering to let them go along with their negative energy because the universe fills that void with someone who shares our values. When you truly love what you do and it comes from



Emily Link

wanting to help others, everything else falls into place."

Dan Millman wrote in his book *No Ordinary Moments*, "You can change your life with a simple shift of attention. But to make that simple shift, you have to find your heart. It's the only way. Accept yourself, then transcend yourself."

Increase your personal bandwidth for 2008, and you will increase your business and your enjoyment. Have the best year ever. Take extraordinary care of yourself first. You'll be glad you did.



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