

Go from Good to Great in 2012:

“18 Tips for Making More Money and  
Having a Better Life as a  
Real Estate Investor”

by

REI Bulletin Publications

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## Introduction

Real estate investing is an exciting field to be in at the moment. The recession, while challenging for many, can often be a time of great opportunity for a savvy investor. If you know where to look for foreclosures, short sales, and REOs, then the potential to make big money is definitely there. Plus, mining traditional but less competitive lead sources like Probate can yield great results.

But as often happens in a business like ours, many people find themselves struggling, not only financially but emotionally and physically too. It is not easy to stay "up-beat" in a down-beat economical environment, and part of this book's purpose is to provide a positive, proactive framework for you to take charge of your life and your business to get the results that you want.

Being a good real estate investor is more than just having the skills to find and close transactions for a profit; it is about managing your time and resources so that you are working at peak efficiency at all times. It is about understanding the need for "time-out" and for working at your best when you are at work. This book will show you how to do all of this, so that you can not only make the money you want but have the best life you can.

This book is divided into two key sections - those relating to your business and those related to your personal life. Please don't make the mistake of thinking that either one of these sections is more important than the other - to be good in business you have to be an excellent person in your private life as well. So please take the time to read all of the tips included and better yet - start putting into practise some of these tips that you are not already doing in your business, TODAY.

Let's get started.

## Tip #1: Starting off everyday the right way

This tip doesn't go into either of the two sections mentioned above but it is by far the most important one. Your attitude, the way you go through your day is the most crucial element of whether or not you will be a success. If you wake up in the mornings and you think you are going to have a bad day; then guess what? You are going to have a bad day; so before you do anything else take the time to learn how you can wake up enjoying your life every single day. It will only take five minutes of your time.

Set your alarm clock in the morning for five minutes earlier than normal. When it goes off instead of jumping out and rushing off to start your day; or moaning and hitting the snooze button; lay there in bed for five minutes and just think about how lucky you are. If you are of a practical nature this will mean being thankful that you have a bed to sleep in, thankful that the alarm clock went off on time, and thankful that you have all of the tools you need to get on with your day.

If you are the more spiritual type then you can be grateful for things. Grateful that you have woken up, grateful that you have a bed to sleep in and a roof over your head and grateful for the skills you have that will keep that bed and roof within your reach. Whether you are spiritual or practical, try and think of five good things that you either have, or are going to do in the day. Then just before you get out of bed, put a smile on your face.

Does this mean you're sticking your head in the sand? Not at all. But I guarantee that cultivating positive thoughts and feelings every morning will attract better deal partners, more opportunities, and better experiences throughout the day.

Just try it for a week and see for yourself.

## Section One: Your Business

### Tip #2: The Art of Delegation

Are you one of those people who think that to get anything done properly you have to do it yourself? Well if you are, you are putting yourself and your business at risk.

Yes, the real estate investment business is about personal contacts, networking, and making sure that all of the details in a project go smoothly, but if you try and manage everything yourself, by yourself, then how is your business going to expand? You are only one person, and the secret to running a good business, a growing business, is to start delegating some of the routine tasks you do everyday to somebody else as soon as you can afford to.

If you are running a home office, and it is not convenient to have someone working with you, then you can consider the idea of outsourcing. Technology has made this a very easy thing to do. For example, you could go onto a site like Elance.com and find a good personal assistant that could manage your emails, do basic research for you, make appointments and so on. Figure out what your low-value, high-frequency tasks are and start to hand them off. The costs are minimal, and the resulting free time for you will allow you to get on with what you are good at - finding and closing deals.

Extra tip: check out Tim Ferris' *The Four-Hour Workweek* for a great discussion on how to find a virtual assistant or employee.

Having some training materials is really helpful if you want to delegate some of your daily tasks to somebody else. You can create a Word Document or PDF file listing the tasks you want completed, the deliverables you expect from your worker, and the time frame you want this work done in. If you want some tasks done in a certain way, then you can

quite easily create a video of yourself doing the things you want to delegate to others, and pass that on to your new worker. That way, that individual has more of a chance of doing your work right first time. Be as specific as you can at the beginning. Then, as you get comfortable working together, you can choose to let your assistant use his/her judgment when dealing with certain areas. The point here, after all, is to free up more of your time, so create systems of accountability and then back off and let them work!

## Tip #3: Your Daily To-Do List

I'm sure you already have a daily calendar with your appointments in it, as well as a rolodex with contact numbers and other important information. But do you have a to-do list? And does that to-do list include all of the things you want to get done in a day - or just your business appointments?

A well structured daily to-do list is vital if you want to keep track of what you are doing everyday. A good to-do list should also include sections of your day that you have "chunked out" for family appointments and commitments, things you need to do for yourself like getting your hair cut and going to the gym and reminding you about other tasks like getting your car serviced or calling the plumber because your home tap is leaking. Here's a sample to-do list below that shows what I mean about chunking your time.

Time	To-Do	Notes
06.30-08.30am	(Morning at home)	You should include some exercise (tip #16), breakfast (tip #15) plus any other bits and pieces you need to do for your family here - like making the appt for the plumber to call
08.30-09.30am	(office) Answer emails (Tip #6) Deal with the mail (Tip #5) Return any urgent calls (Tip #7)	Only allow this one hour in the morning for emails, mail and phone calls. Don't schedule any appointments or receive phone calls in this time if possible so that you can get these chores out of the way quickly - if your phone line is just too busy, employ someone to screen your calls and mail for you first.
09.30am - 12.30pm	(Appointments - in the office or out of it)	You will have two appointment chunks in a day - if it is more practical for you to change this to one larger chunk then move the office afternoon chunk down and keep your appointments between 9.30am and 3.30pm
12.30 - 2.00pm	(Lunch) - I have made this section an hour and a half long to account for business lunches, but if you don't do those, then you can cut this down to 30 minutes	If you have "working lunches" try and keep them to no longer than an

	and schedule another appointment in here instead. But make a point of stopping for lunch for a minimum of 30 minutes every day.	hour and a half as these long lunches can really eat up your productive afternoons.
02.00 - 02.30pm	(Office) Returning phone calls and making follow up phone calls (new business. Tip #8)	If you are looking for new business opportunities (and who isn't?) then this is the time to make follow up calls, put out feelers and find out if a property you have your eye on is available to you.
02.30 - 04.00pm	(appointments) - legal, banking, signing contracts, etc.	This is your "close" chunk - ideally you want to schedule your closing contracts, deals, signings and things like that in this part of the day.
04.00 - 06.00pm	(Office) Checking and returning emails; mail, and returning calls	
06.00pm onwards	Home time - this is where you will do your work out, spend quality time with your family, see friends and things like that (Tips #11 - 16)	
11.00pm	Sleeping	

The colors can show you the chunks in your day - of course they can be rearranged to suit you and your business habits. For example you might find that you are better at dealing with new business earlier in your day so you could move that 30 minutes - 1 hour to sit underneath your office time. It could be that most of your properties are a fair distance from your office, so it is wouldn't be practical for you to physically be in there three times a day - in which case move your 2.00pm office chunk down to be included in your 4.00pm chunk.

The key thing here is to allocate certain times of your day to certain tasks - the people you deal with will quickly become used to the way you are working and you will be a lot more efficient in what you do instead of running off here and there trying to do a dozen things at once. Work smarter, not harder.

## Tip #4: Creating a Trusted Team

If you work with people that you trust your projects will all go a lot more smoothly and you will suffer a lot less stress. In the real estate investment business at a bare minimum you will need a good real estate lawyer, a good banker, a real estate broker or agent who has good local knowledge in the types of properties you are interested in, an accountant and tax advisor. There will be others of course depending on the type of business that you are running; but the key point here is having people around you that you can trust.

If you are fairly new to real estate investing this issue might still be a problem for you. The most effective way to find good people in your field is to ask other real estate investors. Talk to people who have been in the game for some time and find out who they trust with their dollars; then set up meetings with these people yourself and take things from there.

Some of the points you will be looking for (as well as expertise in real estate deals) will be;

- Attention to detail - particularly in contracts and legally binding documents
- Reliability - does this person keep his or her appointments? Can they be easily contacted? Are they available when you need them to be?
- Credibility in their field - are they respected by others in the industry?
- Experience - while it might be great to get a new hot shot lawyer on your team, if they are too bent on building their business instead of paying attention to yours then you could have problems. Someone with a bit of experience in the areas you are looking at specifically could be more important to your success in the short term at least.

Remember you are paying each of these people in one way or another so make sure they are putting the needs of your business before their own concerns wherever possible.

I should also mention that it's vitally important to find a good business mentor or coach. It's makes no sense to try to learn the business on your own or even by reading and studying solo. You can sometimes find an informal mentor through networking at your local REIA or by seeking out a veteran investor at the foreclosure auctions. You can also join a mentoring or coaching group. Just choose someone with experience and with whom you feel comfortable.

## Tip #5: Deal With Correspondence Once

Do you have a full in-tray; or a pile of bills on one corner of the desk, some letters that need replying too on another corner and some property brochures on another that you do want to check out but haven't had the time? You are not working efficiently. Each piece of mail or correspondence of any kind should only have to be dealt with once.

**Letters that require a response:** carry or have with you a small voice recorder (even mobile phones have this capability now); read the letter once; make a note to yourself or your assistant verbally (it is quicker than writing) - for example:

*Letter from McDonald Dow re Bank Street Offer - please respond; give our apologies but this property is not something that fits with our portfolio at this time; ask them to keep us in mind for anything else they might have.*

Done. Your assistant will take the original letter, respond to it according to your instructions and give the reply letter back to you for checking and signature.

**Accounts that need paying:** Get out your check book and pay it. Or, if you prefer using bank transfer then pop into your account online, schedule the payment for the date it is due, and then you can file the account as paid.

**Brochures and Property information:** Spend a bit of time looking it over - are you interested? - does it have possibilities? If so make yourself a verbal note to follow it up, or better yet pick up the phone and ask to speak to someone about the listing. If you are not interested (and you will know that within a few minutes of looking at the listing if you are or not) then don't hang onto a 'maybe' and just file it.

If you handle every piece of paper that comes in just the once, you will get through things a lot quicker and be more organized.

Extra tip: the best discussion of the “touch it once” practice is in David Allen’s book on productivity and time management, *Getting Things Done*. It’s a must-read. (Look at its reviews on Amazon if you need proof.)

## Tip #6: Check Your Emails Twice Daily

The internet is a great tool, but it is also the classic time waster. It was bad enough when we just had emails to contend with but now there is Facebook and Twitter and YouTube to take up our time. There is only one way to stop this (and I know this sounds radical): only go on your computer twice a day - once in the morning and once in the afternoon - and only for purpose-driven activities.

During those times, deal with your emails as you do your mail - read them once then respond, file or delete. Don't put it aside for later; deal with it when you see it. Otherwise you get an inbox full of worthless stuff that is just plain stressful to look at and in the debris of junk you can easily overlook an important email that does need your attention.

Another idea is to have more than one email account. I run four of them; two for business and two for my personal bits and pieces. I check my business emails twice a day and my personal ones when I have a bit of time to spare during my off-time. I know it is great to see pictures of the newest family arrival, but it doesn't have to interrupt your business day unless you let it.

Your Facebook profile might be an important business tool for you and that is fine. But if you spend your time on there playing the games, answering silly questions and doing all of the other time wasting tasks that so many people seem to find so important, then you are not managing your time effectively. You can play online over the weekend, not during your work time.

Twitter is another funny little idea that has taken off as an important business tool. But you don't have to go on Twitter every day - instead use one of the countless applications online that allow you to schedule your tweets so that you are still building a following; still encouraging business

contacts but not spending half of your day doing it. Better yet outsource this part of your business.

## Tip #7: Follow Up Calls

This is something you MUST do every day - following up on people who have contacted you or who may be potential deal partners, sources of funding, or even potential mentors. Regardless of why someone would phone you, they are a contact that is always useful to have. It's easy to put off making these phone calls, so you need to schedule this into a chunk of your day.

You may also need someone to screen your calls - a receptionist, an assistant or just an answering machine. Just like with email, you don't have to be available every minute of every day. I know that mobile phones have become more important to some people than their car keys and mobile phones are handy as a way of getting in touch with people quickly. But texting and messaging can be another big time waster unless you are contacting someone about business, so don't be afraid to at least screen your calls and respond to texts (that are not business related) at a time that suits you. The mobile phone does have an "off" button that can be used without you losing any of the messages that you receive.

Extra tip: for more on increasing your productivity by limiting your personal availability for inbound calls, read Dan Kennedy's *No B.S. Time Management for Entrepreneurs*.

When you do get your messages, then deal with them the way you are now doing with your emails and correspondence. Either return the call immediately or delete the message.

All of the tips relating to the messages people are sending you - whether its mail, email, Twitter and Facebook contacts, and mobile phone messages, are designed to help you manage your time better. As I am writing this I don't have my mobile phone anywhere near me - if I did I wouldn't get anything done. So set a few boundaries with the people

that contact you - they won't stop getting in touch, but your life will be easier to manage if you manage them.

## Tip #8: Keeping a Balance Between Old and New Business

It has often been said in a lot of businesses like the real estate investment business that you are only as good as your last good deal. But striking a balance between looking out for new business and taking care of current projects is something that a lot of real estate investors have problems with.

It might be that a current project is undergoing an extensive renovation that is having problems. That can be costly and is something that you have to deal with; but if you are spending all of your time dealing with this one project then you won't have anything left to be going on with once that troublesome project is finally done.

Now I know that some people prefer to work on one project at a time. For example, rehab projects can be expensive and do need some close attention. But always keep your eye out for the next opportunity. Follow up on potential contacts and make sure that one project does not become that time consuming that you lose everything else.

This is often something that is not easy to do especially if a project is hemorrhaging money, but this is where you need some trusted people on your side who can tell you when to pull the plug because sometimes it is better to lose some, rather than all of your investments. Also smaller, less costly projects that can be turned over fast can often offset the possible losses of a larger project.

Another little point here I do want to make is that if you are in real estate as an investment business then you cannot afford to get too attached to one project or investment. You need to diversify for your funds to grow, so always keep a balance between old and new business efforts.

## Tip #9: Staying Informed

This is something else you can outsource. Staying informed covers a lot of territory but if you are going to stay profitable then you need to keep on top of what is going on for you locally, nationally and yes even internationally. Remember there are countless factors that impact the economy and as you have to work within that economy; and be flexible enough to adjust your investment strategies so that you stay profitable, you have to be informed.

Some of the things you want to keep up with is changes in governments (local, state and national); bank policies; changes to any investment laws; changes in taxation (always seems to hit the investors) as well as property laws, interest rates; issues with finance companies...basically you need to know what is going on in the business, banking, legal and political fields.

One way to keep abreast of what is happening without it costing you too much in time is to have a researcher do a daily search on news headlines of interest. Once every couple of days, or once a week she can send you a summary of the important points that might impact your business or the economy.

If you prefer not to pay for that type of service then go to Google Alerts and sign up for news alerts relating to your specified keywords. They will then send you a daily digest via email of the things you should be reading about.

Never think that your learning curve is over. There are so many things that can change in business, and the only way to stay profitable is to know what those changes are and adapt your business model accordingly so that you don't lose any profits.

## Tip #10: Having a Contingency Fund

I know I should not have to say this, but it is amazing how many real estate investors who bet everything on the one deal. You should never invest everything you have on the one deal.

I don't know what type of budgets you work with but ideally you should operate on a percentage basis. Have X% tied up in current investments; X% for new investments and an equal X% stashed away for that rainy day. This is one area where so many real estate investors fall down. They see what they feel is a great opportunity; they are sure it will bring them in a fortune and so they borrow against things they don't have; sink everything but the kitchen sink into the deal and then something goes wrong.

The list of things that could go wrong could outstrip this book easily and I know I don't have to tell you about them as I am sure that there have been things that have not gone perfectly with all of your deals. But did you lose everything you had? Well, I hope not. But the way to prevent that from happening is to make sure that you have enough money stashed away to at least start again.

There are some deals that can't be saved. There are some projects you do have to walk away from. This doesn't happen very often but when it does you need to be prepared - so this tip is easy. Make sure you have some money put away that can get you started again, if the worst case scenario happens.

Final note: I can't cover the topics of cash flow and the need for a pool of private money investors, but these things are **CRITICAL** to your long-term success.

## **Section Two: Your Personal Life**

### **Tip #11: Don't Burn the Candle at Both Ends**

We all like to think we are supercharged and can do everything that is expected of us and more. Our society primes us for it; we think society expects it of us; and when you are on the road to success you can often fall into the trap of thinking that the harder you push, the more that you do, the faster you will succeed. But it doesn't happen that way.

When you over do it; when you cram too much into each and every day without a break you start to make mistakes. What most of us do when we make mistakes is we try even harder to push forward and things can quickly unravel when that happens.

One of the biggest killers in the western world is illness caused through stress - heart disease, heart attacks, cancer, depression, anxiety, stroke. All preventable. All caused in part at least by stress. If you don't believe me, spend five minutes sitting in a quiet spot somewhere and start to imagine a stressful situation.

While you are reliving or imagining that stressful situation feel what is happening to your pulse, your heart rate and your breathing. It can be quite surprising to you if you haven't done this before. But believe me when I tell you that a body that is pushed, or under stress feels like that a lot, and it is not good for your long term health. So ease up today so that you can live for tomorrow.

## Tip #12: "Off Time" Means "Off".

How much time a day do you spend doing something that is only for you - that is not business related; family related or related to anybody else's benefit except yours. Did you know that by spending just one hour a day doing something just for yourself can increase your lifespan, boost your productivity and make you feel better? Well it is true.

I have always been a busy person and most of what I do is based on something - improving my business, helping my family or doing something for somebody else. Not a lot going on for me personally. And honestly when I tried to take the time to "do nothing" I was really bad at that. My mind kept telling me all of the things I could be or should be doing. So that didn't work.

But what did work was doing other things that I really enjoy and that didn't benefit me financially or anybody else at all. And this is what I want you to do - for a minimum of one hour per day I want you to do something for yourself; just yourself.

Here are a couple of suggestions;

- Read fiction
- Go for a walk
- Listen to music
- Get out of the house and go people watching at a local café

Even if the above suggestions seem silly to you, do something for yourself. You will notice some positive results in your life and your productivity within just a few short days and we all want to live a little longer, don't we?

## Tip #13: Family Time

One of the biggest sacrifices a successful business person makes is the time he or she should be spending with family. Whether you have a family of your own, or not, you should spend time with those people that mean something to you. It should never be considered a 'waste of time' or a burden to do this - because life is short and you never know how much longer you, or those you love have got on this earth. I am not trying to bring you down; I am telling you the truth.

When you are with your loved ones there are a few "rules" you should observe;

- Be present - you will learn more about this in tip #17
- Turn your cell phone off
- Being in front of your computer with your family in the room is not spending quality family time
- Find out what is happening in the lives of the people you care about - that means talking to them and listening to them when they reply.

I use a little strategy with my family that is based on the idea of making memories. If you want to create some memories with your family then take the time to have fun with them; show that you care and that you are interested in them. Don't take your partner for granted but instead make a point of letting him or her know everyday how much you care and most importantly that you appreciate them. The words "thank you" can do so much and take no effort or money to impart to another person.

Don't think that spending money is the only way to have fun either. You can spend time with your loved ones at the beach, in a park, or simply walking through town window shopping. If you are spending time together without you checking your phone and watch every five minutes; you will have relationships that will see you through any tough times you might have with your investments. Invest in your relationships and see what sort of return you can get.

## Tip #14: Keeping Work and Home Life Separate

This tip is especially important to those of you that have an office at home. When you were organizing your to-do list in tip #3 you were introduced to the idea of chunking your time and you will notice that your 'home' time was clearly highlighted. It should be that way in your daily life.

Partners love to be supportive and hear about the things you have done through the day. But they don't need to hear every single detail. When you have finished talking about what you have done remember that your partner has a life as well that he or she might like to talk about, so ask questions and find out about his or her day.

Wherever possible keep your workspace separate from the living area of the house - and no, a computer desk and equipment should not be in your bedroom. By keeping your work area separate firstly you are preventing the possibility of some person inadvertently using your latest contract as a shopping list; and two it keeps your business affairs private and confidential. If necessary invest in a lock up file cabinet that can house all of your important papers.

Although a lot of mothers work from home, when you are on the phone, especially with professional and business people, make sure that your children are busy and preferably in another room. Children are cute, and funny and demanding but when you are in work mode, they need to be somewhere else; ideally being looked after by somebody else.

If it is not possible to get some free time to make business calls, then ask a teenage neighbor or other responsible person to take the children to a local park or even for a walk, so you can have a spot of time to do what you have to do. This will ensure you are not being distracted either.

And finally even if you are working from home, make sure that when you are "off work" that you stay "off" (read tip #12 again if you need to).

## Tip #15: Healthy Lifestyle Tips - Diet

While you might think that living on a diet of fast foods, snatched sandwiches and lots of coffee isn't doing you any harm, your body will have a different opinion about that and sooner or later it is going to let you know.

A healthy diet can really improve your productivity. When you are eating properly you have MUCH better concentration, are able to function better at all times of the day and will feel healthier and happier as well.

A good diet should be balanced. You need to eat plenty of fresh food wherever possible - fruits, vegetables, fish, meat and grains. Make sure you have plenty of fiber in your diet and drink plenty of water everyday. Things to avoid include;

- Preservatives
- Food colorings
- Over processed foods
- Non-fat foods (usually contain more sugar for taste instead)
- Low sugar foods - (usually include some form of sugar substitute which is worse for your body over time than sugar itself)
- Alcohol

Extra tip: Check out Rob Wolfe's book on eating for health, weight loss, and aging reversal, *The Paleo Solution: the Original Human Diet*. It has totally changed many people's lives.

As we get older it is more difficult to lose weight but by paying attention to our diet we avoid the need to diet and instead can keep ourselves perfectly healthy simply by eating the fresh foods outlined above. And this leads us perfectly into tip #16...

## Tip #16: Exercise Your Body and Mind

Exercise is something many people put off purely and simply because they are usually tired when they have finished their day; so they decide to take that run; go for a walk or go to the gym 'tomorrow'. Or they decide that they are so active through the day that they don't need to exercise. Unfortunately neither of those strategies works from your body's perspective.

Exercise does more than tone muscle, and strengthens limbs - it also releases some excellent chemicals into your brain that improve your mood and sharpen your focus. It has been shown that a 20 minute walk everyday can really help both body and mind - so do you really need to drive the car into town; or could you walk?

If you insist that you don't have the time to exercise in any reasonable chunk of time then you can do the following activities that will help keep your body toned at least;

- Walk up stairs instead of taking the elevator
- Increase your walking speed when you are in town picking up lunch, or going to an appointment
- Put a treadmill in front of the television and walk on it during a program you really love
- Have a skipping rope (jump rope) by your favorite arm chair and jump up and use it during commercial breaks.

The key to exercise is moving - so do what ever you can in a day to keep moving; and if you happen to increase your heart rate while you are doing it then that is a good thing. Don't forget as you move about more, you also need to take in plenty of water so keep a bottle of it handy at all times.

Your health is important enough for you to chunk yourself some exercise time every day.

## Tip #17: Don't Multi-Task

Yes you did read that correctly; in this age of trying to get as much done as possible in the shortest possible time most of us multi-task in some form or another. You are guilty of this if you read your emails when you are talking on the phone to someone; when you are trying to put on make-up, shave, or eat your lunch while driving your car; when you are talking to your son about his day and checking your bank accounts on the internet and so on.

You probably think that multi-tasking is simply being more efficient with your time. But think about it again. Think about what you might be missing out on. For example;

- How much attention are you paying to your caller, if you are reading your emails? You could miss an important detail that could cost you money
- Spending time getting prepared for a meeting, or your work day is an important part of setting up your day for success so why not shave or put on your make-up before you leave home - then you can add confidence to that smile
- Talking to your son - well that just deserves some attention purely because when they get older they are not that keen to spend so much time talking to you anymore. You should appreciate it while you can.

By making a point of being present in each moment of your day - that means actively listening when you are talking with somebody; taking the time to appreciate every single moment of your day; being a genuine person in every way - you do yourself the biggest favor of all. You see each moment is fleeting and you won't get that moment again so you need to appreciate it. Life is too busy to go through it without smelling the coffee and making memories that will see you through to old age. The memories money can't buy.

## Tip #18: Your Thoughts Matter: You Attract What You Think About

I know you are a real estate investor and if you have read this far then you probably wonder what on earth your daily thoughts have got to do with increasing your business as an investor. Well this book is not long enough to explain to you the secrets of the Law of Attraction, but let me try and explain as efficiently as I can.

The Law of Attraction in its simplest form states that 'like attracts like'. So if you are worried about money and paying your bills; then you will attract more bills. If you are lonely and dwell on the fact that you can't attract some love in your life, then you will simply attract more loneliness. The Universe is quite simplistic like that - but amazing too.

You see if you start to love yourself for example; then you will attract love to you. If you are generous and unworried about money, then money will come to you (the Law of Reciprocity); if you believe and act like you are a success, then you will be a success. This honestly does have a powerful affect on your business. It is like a chain reaction:

- When you love yourself you attract love into your life and this gives you confidence in yourself;
- when you are confident in yourself you stop worrying about money and you tend to be more generous with it and that causes money to come back to you;
- when you are not worrying about money or love you start to feel like you really are a success in life and as you send out that feeling to the Universe; well your real estate investments will just grow from strength to strength. So you see everything is connected in one way or another.

This tip in its turn takes us back to tip #1: starting your day right and having a good attitude through your day. So if you have missed anything at all please go back and start this

book again - it is what all of the successful real estate investors will be reading this year.