



Are you ready to Level Up?!

Many of you are either coming to our Summit end of next week... or going to another real estate event in the next 3-4 months. Today's call is going to be about HOW to prep for MAXIMUM Results!

Some people leave an Event and wonder why they came.
Others have HUGE breakthroughs that lead to success!

What creates the difference?

1. INTENTION beforehand
2. PREPARING and PLANNING beforehand
3. ATTENTION while there
4. AFTER-ACTIONS after leaving

Today's call will lay the foundation for a successful Summit!

Why do we go to these at all?

- Get OUT of the routine we are in - Allowing your Brain to Rest and Grow
- GET your Momentum UP to where you want it to be OR to BOOST Momentum you've already got going
- Networking -Seeing clearly that "I'm not alone." See others doing something better or different that you can benefit from. People you can mastermind with, accountability partner with, and refer with.
- Energy! Boost your energy and review how to focus the energies of money, time, physical vitality, creativity, support and enjoyment.
- Learn and Grow
- Ideas Sparked
- Fun
- Seeing Speakers present LIVE in person (notice the difference in focus vs on the phone or a webinar). Being present live is closer to 100%. You learn more and better in person. Immersion Learning!

The time you spend with us in an Event is worth over a YEAR of coaching time. Amazing, isn't it? TOTAL IMMERSION.

What to do beforehand:

1. SET AN INTENTION

- Be CONSCIOUS of what you are here for. What is it that you want to learn?
- Who do you want to meet and get to know?
- What do you want to SHARE?
- How are you going to Level Up at this year's Summit?

2. CHECKLIST for PREPARING and PLANNING.

The more you plan, the better things will go and the more fun you will have.

___ COMMIT to Bring an Open & Sharing Mindset & Great Smile and Attitude. Your frame of mind and heart can set you up to have an awesome time and be someone awesome to meet. Smile, be pleasant, be polite and show your enjoyment.

___ Tie up loose ends, finish tasks, projects and deadlines so that you can go away clear minded and caught up. Leave someone else in charge of your business. PERIOD. Someone who can make decision. — Whatever can wait until you return, let it wait. Leave anyone helping you or missing you while you're away a card or love note to find while you are away. Makes them happy to have you leave... :)

___ **Be sure to let your clients know you are leaving.** Tell them where you are going and WHY. To improve your service and customer service FOR them! To get marketing ideas from some of the top agents in the country! Seriously... they want you to get better at your job.

___ Focus on looking forward to the event, meeting people and being positive and accessible. Read some positive and motivational material on the way. Don't try to catch up on work at the event. Be immersed!

___ Have a Social Media Strategy. Whatever the focus of the conference is should play into your social media strategy. Be sure to FB and LI connect to people you meet. Use Twitter and Google+ to tell people who you have met and share a link to their work or website. Use Facebook to post great pictures and videos of you in action and the experience you are having. WITH the people you are meeting.

___ Gather all your travel documents, airline confirmation numbers and flight itinerary and have accessible. Check hotel reservation. Don't forget your photo ID, money, debit and/or credit card(s) and let bank and/or CC company knows you are traveling.

___ Pack Early and completely. Good looking casual clothes & a suit if appropriate for that event (our event is business casual AND remember that you are "interviewing" for referrals here. Look like it.) Don't forget phone and computer chargers. I like to bring a power strip and/or extension cord for my room as there are never enough plugs. Charge everything fully before you leave and take advantage of charging stations in the airport if possible.

___ Bring Business cards to exchange. Our Summit binder has a place for everyone's card. Some people like to bring something MORE than a card to give out. Michelle gave out positive motivation cards. Terri brought seed packets one year. We used to bring chocolate Mac-nuts. Nothing fancy but something to remember you by. Could be just highlighter on your business card!

___ Your laptop is a good idea at our event, but check seating on other events. Might not work. Find out if you will get a binder to write in at the event, pens, etc. You many only use the computer at night in your room. (We will give you pens and binders to write in)

___ There's usually a small workout room at most Events, so if you plan to use it, pack something to workout in. Or plan to take a walk if the weather works. We have some optional walking planned for after the evening meals.

___ Bring a sweater or light jacket no matter what the weather for INSIDE. Event rooms are often chilly. (Check weather before you go. Do you need a raincoat to walk to dinner?)

___ Have someone else handling your business while you're gone. You will be busy and you want to use breaks to connect with EACH OTHER rather than back at work.

___ Bring Snacks for breaks if you want specific foods. The new hotel will not allow outside food, though we usually have some bars in a bag behind the staff table.

___ Remember to give your family a bit of extra love before leaving for the event. Take them out to dinner, and/or give the little ones some extra fun. Make a game of showing where you'll be via Google Maps.

3. **BE ATTENTIVE and FULLY PRESENT while you are there.**

_____ Use the list you made in #1 above. Take notes on each person as they are introduced and decide who you want to meet and what questions you'd like to ask of them. Write something on their business card that reminds you who they are.

_____ Take good notes and have a page near the back of your Binder for YOUR great ideas. Leave the LAST page for the ride home to move a FEW things from the good ideas to your IMPLEMENT page.

_____ Set up breakfast or lunch or dinner "seat-mates." Fill your "dance card" for every meal and have **quality time** WITH those people at the event by planning. The opportunity to meet people in person at major industry conferences is golden. Be prepared, have fun and make the very most of it to make an impression, enhance relationships and create new ones.

_____ Post on social media every day. Be enthusiastic about what you are doing and learning. If you have a business FB page, website blog, etc. POST on it during the event.

_____ Don't accept any "guilt trips" from staff or people left home. *Sometimes* those left behind aren't as excited as you are during the Event... :) Don't let them get you down. Best to check in briefly rather than try to explain a lot. Save that for when you get back.

_____ BE PRESENT. Participate 100%. Laugh. Dance. Sing. Eat. Drink (just a little). Be merry. Have FUN!

_____ AND get your rest. Don't stay up all night and expect to be your BEST the next day.

_____ Stay hydrated and fed...

