SUCCESS BROKER COACHING
Utilising Darrell Weekes Sales System

It's all a matter of perspective

"We'll all be ruined" said Hanrahan. Gordon Bennet, this has almost become the catch cry for a lot of brokers. The way some of us are carrying on you would think the sky was falling. So have you guessed what I'm talking about yet? Commissions. A couple of issues ago I wrote about NZ brokers arriving in the new world, well people this is it. So what does it mean to you? Well, that all depends on your perspective doesn't it. And your perspective, in this case, depends on where you stand. If you're standing in the camp that feels ripped off, cheated and underpaid for what you do, then the vista is looking particularly bleak. But if you're in the camp that understands that this new world is full of promise and that change is the natural order of things, then the outlook is pretty good.

Let me share a couple of universal truths with you. The first one is that success is the natural order of things. The universe has designed you to succeed. This is not to say things don't fail, things have to fail in order for success to exist. But failing at a task or thing doesn't mean you are a failure; it just means you haven't succeeded yet. Now before you go "hang on Daz, you're not going all Pollyanna on us are you?" consider this. Look around where you are right now, everything you see is an example of success. The chair you're sitting on, the window your looking through even the plant you see is an example of the "law of success" as I call it. All these things simply would not exist unless the things or people that created them were successful. Now that's not to say that things aren't difficult. In fact, it has to be challenging otherwise success has no value. The second truth is that the universe always leads us towards out predominant sub conscience thought. Let me give you an example. If you are pre occupied with wanting more money, your sub conscience will be programmed to want more money and the universe, rather than giving you more money, will give you wanting more money. See how it works.

So, how does this fit in with the changes to commission and your perspective? Well consider this, if you believe that your ability to succeed in this industry has been compromised because you will now earn less commission on transactions you originate, then you're defying the first law. This will cause conflict and ultimately lead to failure. Now, no one wants this.

I learned a long time ago that you can't help how you feel but you can help what you do about it. Having said that, you would have to agree that there are few things worse than feeling bad and having well-meaning people trying to cheer you up. If you're feeling bad or negative towards the changes in our industry then that's OK. You can't help that, but you can help what you do about it. You can change your perspective on the situation by asking yourself this question. What can I do right now that will improve my business? Can you send a email to your existing clients with an offer for a review of their current mortgage? What referrers have you not contacted for a while? Can you dig out those notes you made at the conference and action some of the ideas you came up with, those were good ideas, remember? Who can you call right now who might be able to introduce you to someone you can do business with.

Everything that's going on right now is either an opportunity or a disaster, it just depends on your perspective.

Darrell