

5 Professional Development PEARLS OF WISDOM

Earl Nightingale outlined five pearls of wisdom to encourage you to succeed in life and business.



1

Mind your thoughts. Nightingale said, “The mind moves in the direction of our currently dominant thoughts.” It’s our thoughts that influence us the most and determine our success.



2

Change your life by changing your attitude. According to Nightingale, “Our attitude towards life determines life’s attitude towards us.” Many people approach all aspects of their lives with a negative attitude and it not only impacts their career, it also impacts their personal relationships, their health, their spirit and more. “I’ve said before, it’s impossible to hold an attitude of gratitude and feel entitled at the same time. When you’re thankful for what you have, your mindset becomes more positive. And when you have a positive attitude, that positivity spreads to all areas of your life,” Nightingale said.



3

Let your mind soar. Your imagination is a powerful tool. “Everything begins with an idea,” Nightingale said. Ideas begin with a bit of imagination. Let your mind wander from time to time and use your imagination to think of ways to improve all aspects of your life and business.



4

Tap into your courage. It takes courage to set goals and try to achieve them. Nightingale believed, “People with goals succeed because they know where they’re going.” Focus on your goals every day and don’t give in to distractions. Before long you’ll be well on your way to achieving them.



5

Take action. Ideas are worthless unless you act on them. “Whatever we plant in our subconscious and nurture with repetition and emotion will one day become reality,” according to Nightingale. It’s not enough to have an idea or a worthy goal; it’s vital to act. Do the activities that will help you achieve your goals and you increase your chances of success.

HOW ARE YOU WIRED?

5 Questions to Ask Yourself Now

Professional development needs to be tailored to you and your real estate career. When you understand the fundamental structure of your personality, you can maximize your natural gifts and develop the skills you need to complement these gifts. To figure out how you're wired, answer the following questions:

1. How do you learn/process information? *Do you understand new information quickly or do you need time to process it?*

2. How do you communicate with others? *Do you prefer to get to the point and stick to the facts or do you like to paint a picture for people?*

3. How do you prefer others to communicate with you? *How do you like to receive feedback from others? Do you prefer a more straight-to-the-point response and get advice or do you prefer being asked qualified questions to help you figure out your decision?*

4. How do you like to spend your time? *When you want to decompress, do you prefer time spent alone or around a group of people? Or do you need a healthy mix of both?*

5. What part of a task are you most enthusiastic about? *Are you excited about the planning process or do you excel at tying up the loose ends?*



Curious to learn more about how you're wired and how it can benefit you in business and life? Call today to see how One2One Coaching can help. **Schedule your business consultation: 1-800-945-3485 x2 or visit buffiniandcompany.com/bc**

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