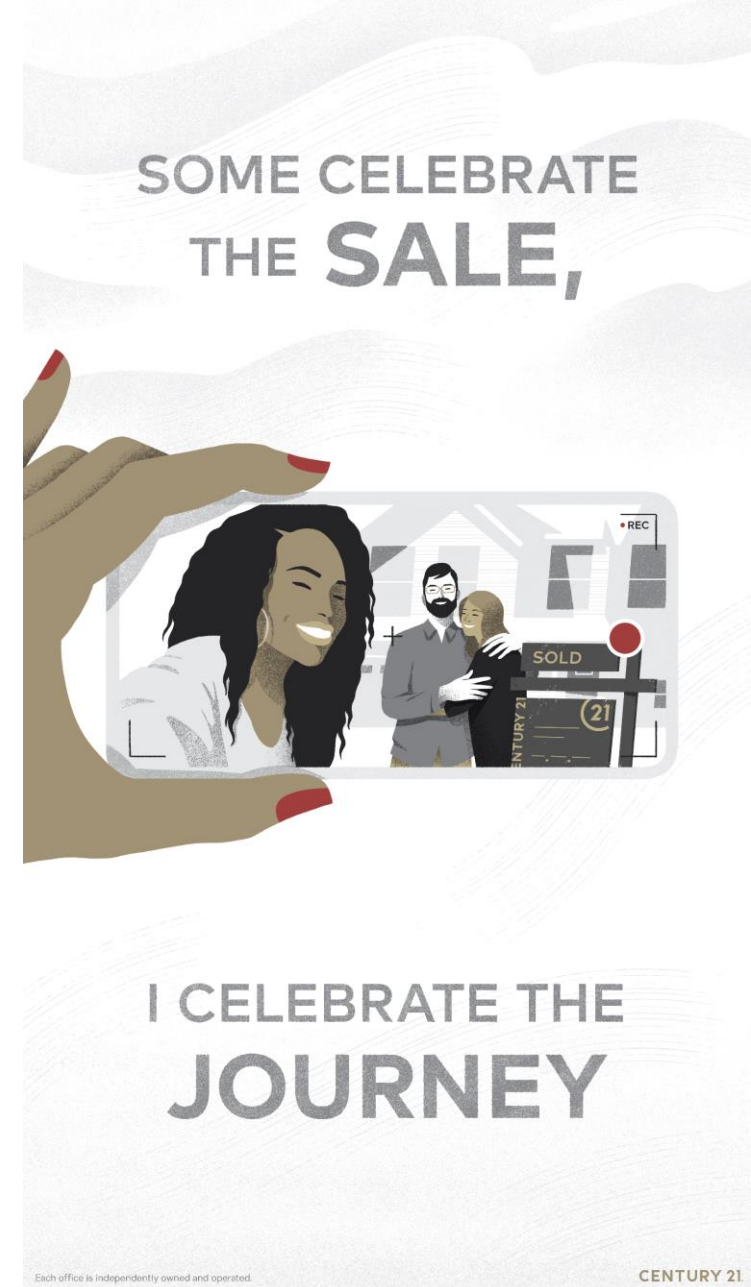


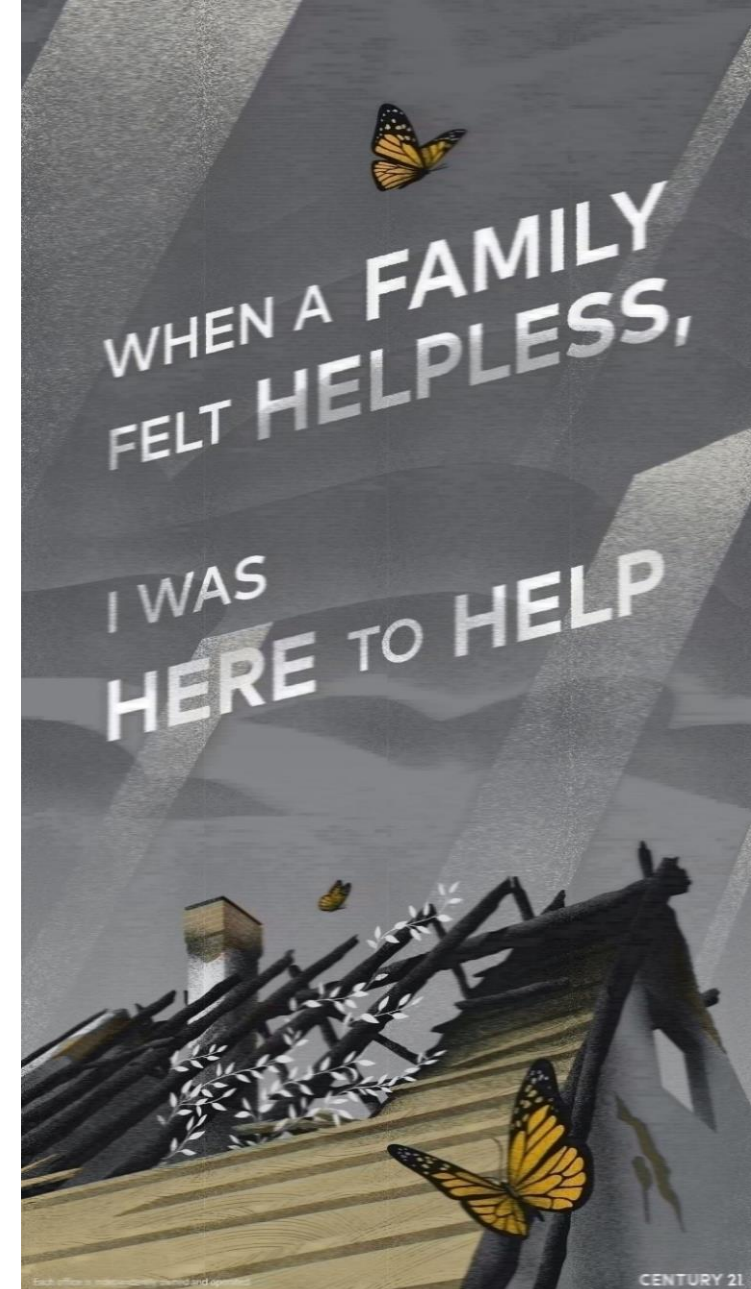
WEEKLY MEETING

07/26/2023

[illegible]

QUIZ TIME...

- GO TO KAHOOT.it
- 5 questions
- \$20 for the winner!
- Remind me if you didn't receive your \$20

[illegible]



CENTURY 21

[illegible]

Mortgage Rates from Jarret!

Normal Scenario. \$500k purchase, minimum down,
740 Credit Score

Conventional: 6.990%

FTHB Conventional: 6.750%

FHA: 6.500%

VA: 6.500%

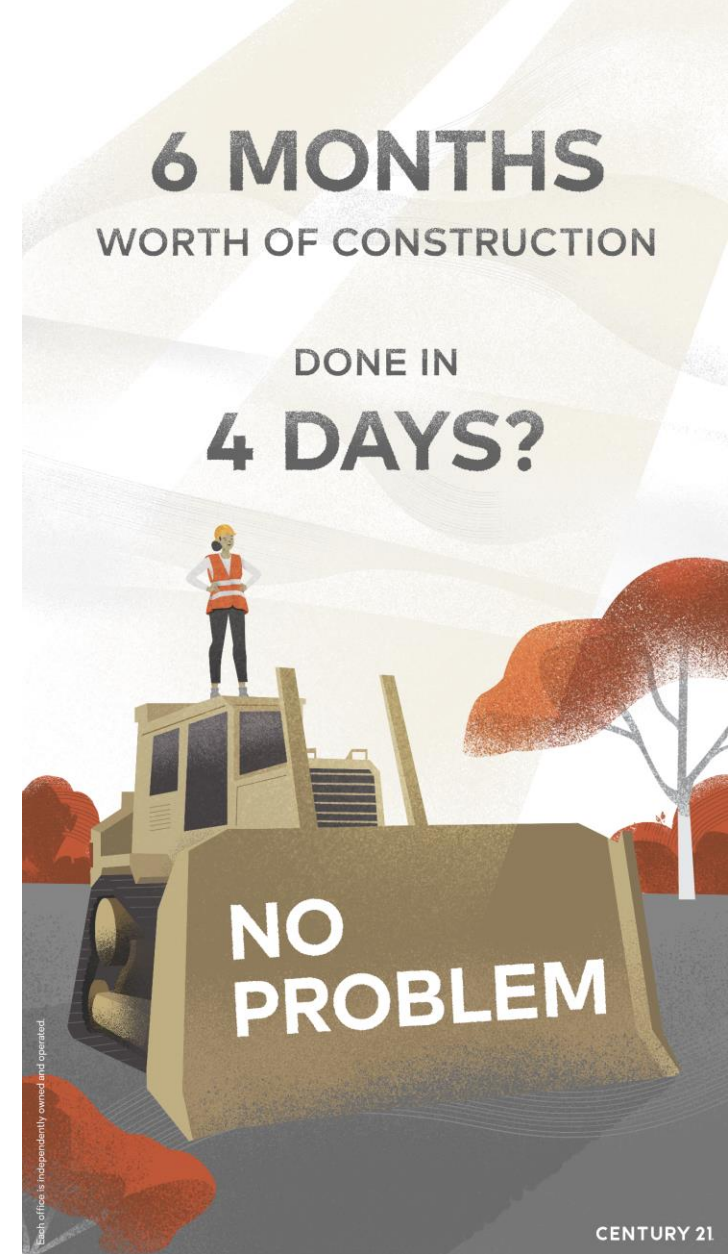
[illegible]

Good News
Challenges
New Listings Coming Up
Buyer Needs
Ideas



Contracts

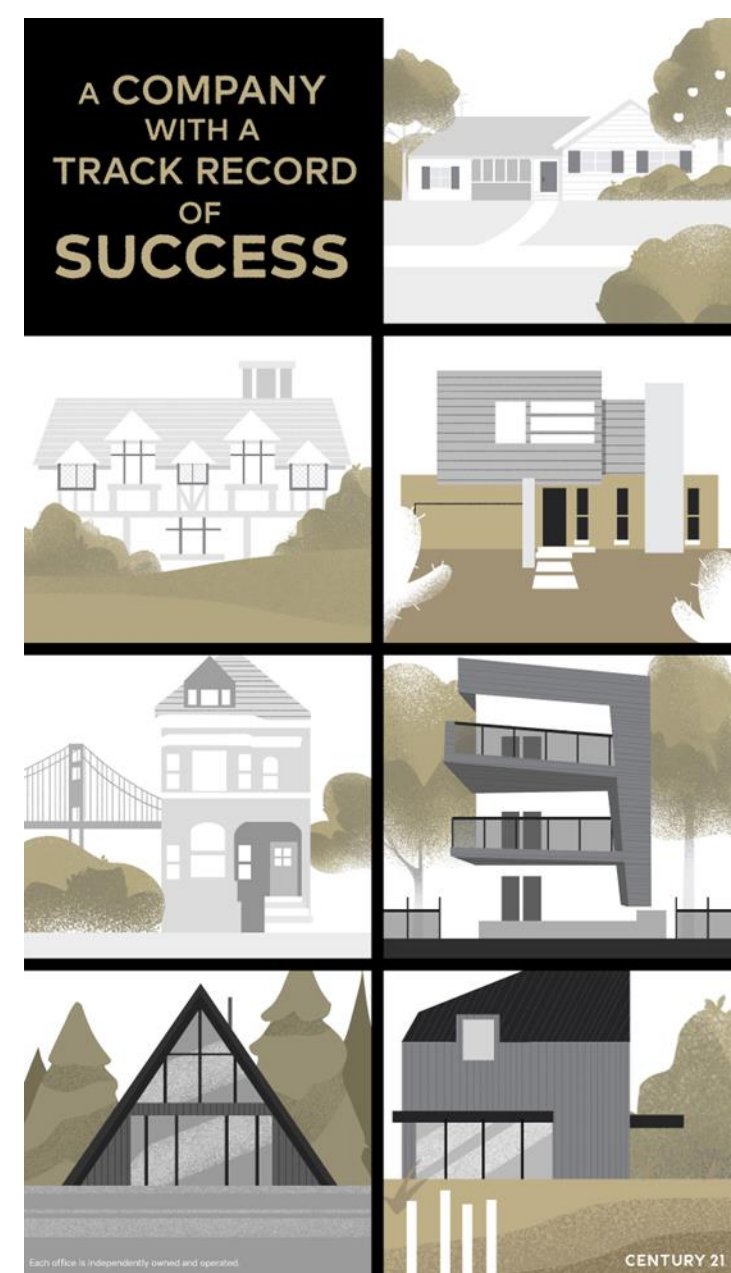
- The risk of staying involved in issues after closing?

[illegible]

Book Review: Atomic Habits

By James Clear

- Small, repetitive, and intentional changes over time have a big impact!
- Can you commit to making a 1% improvement on a daily basis and what would some of those 1% improvements be?

[illegible]

Book Review: Atomic Habits

By James Clear

- Every time I open my email...I have to delete 10 emails
- Instead of eating McDonalds for breakfast...I'll now eat a granola fruit bowl
- Every time I go under contract, I will email the client with a detailed email about what to expect the next 30ish days
- Make sure I smile before answering any call
- Every week go on one lunch with someone from my sphere of influence

[illegible]

Book Review: Atomic Habits

By James Clear

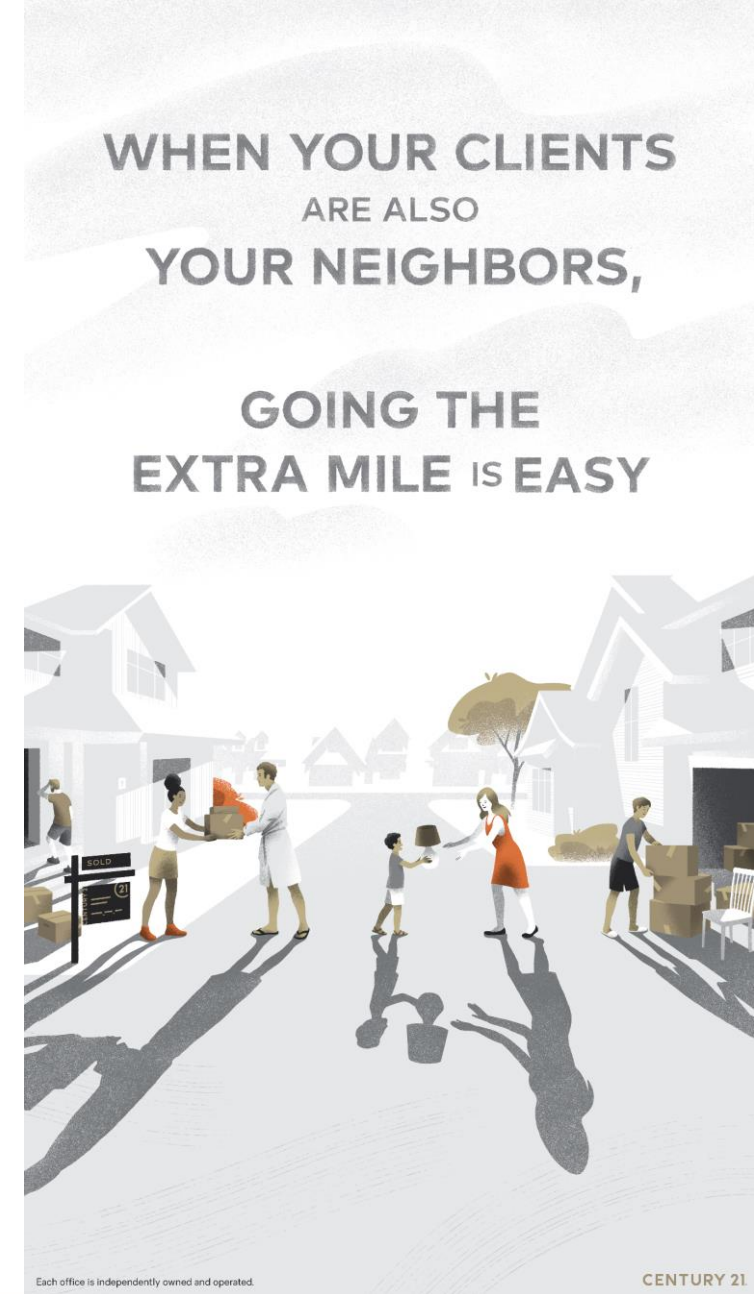
- When considering new good habits, ask yourself the following questions:
 - What feels like fun to me but work to other?
 - What makes me loose track of time?
 - Where do I get a greater return than others?
 - What comes naturally to me?



Book Review: Atomic Habits

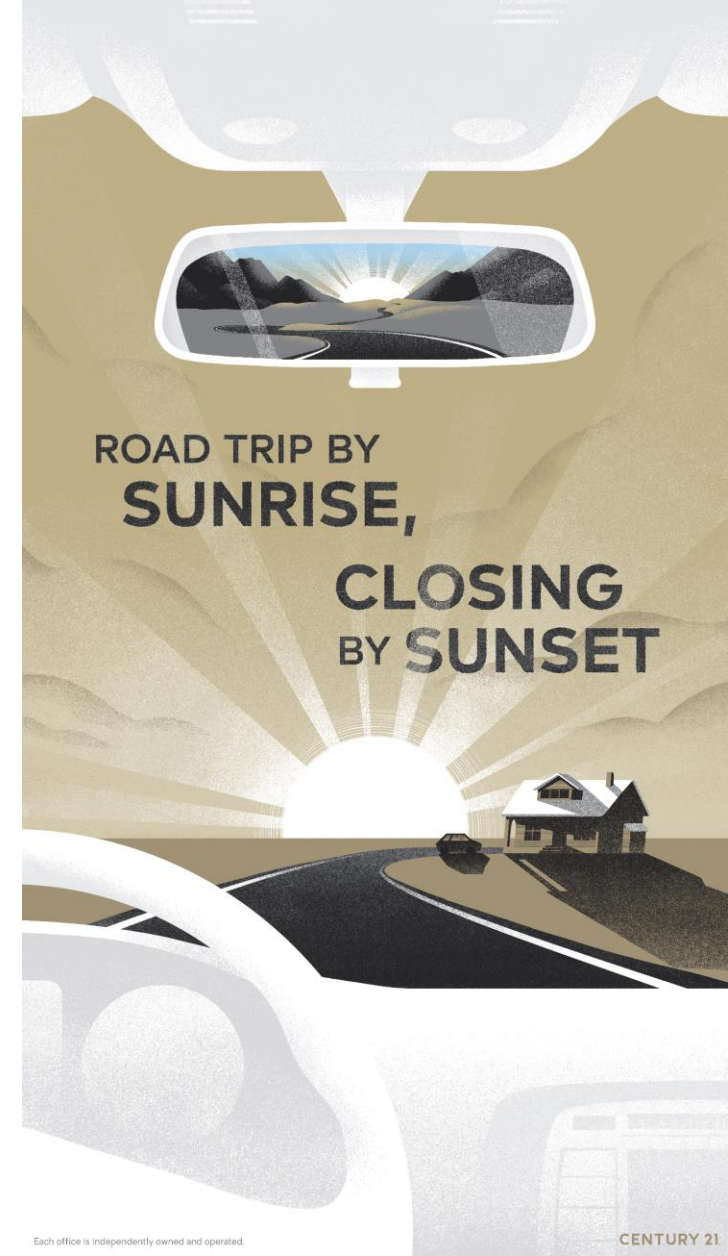
By James Clear

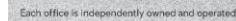
- Methods to implement new [good] habits:
 - Make sure the desired habit has a space and time.
 - Tie the habit to one you already have.

[illegible]

Communication

- What is also communication?
 - Going under contract email template in CTMe
- What else?

[illegible]

[illegible]