



**TEAMLEGACY**  
ORGANIZATION  
 **CANADA**

**WELCOME**

Team Legacy Canada Quarterly  
January 24, 2023

# Our 3 Focus Sessions for Today:

1. Mindset and Time Management
2. kvCORE Coaching
3. Attraction with Adrienne, Andy and Drew



*Jeff and Amanda Whitespeare*

**Our Revenue Share Upline  
Joining us from Houston, Texas  
#1 Standard team at eXp for units  
sold and GCI in 2022**

# Mindset and Time Management

**Mark Neustaedter**



**Brittany Primeau**



# **Time Management**

**We all have the same 24 hours in the day  
We MUST Organize our day**

So what are you doing with  
your time?

$$24 - 7 - 2 = 15$$

**15**

# The **4** D's

DO - DELAY - DELEGATE - DROP

# How well do you know yourself?

When would you have the most success at completing a task?

When are you most energetic?

Can you recognize when you hit limits and need some YOU time?

When are you feeling most creative or focused?

Can you effectively determine what is serving you or your business?



## **Tool Kit Ideas:**



**Calendar - phone, daytimer**

**Task Manager - notion.so or monday.com**

**Assistant - temp help, certain # of hrs, errands**

**therealtorshelper.com**

**CRM - for clients, for other agents**



Change Your  
Mindset.....

Change Your  
Business

## A little about me:

Married, 2 daughters, 2 step daughter, 2 dogs

Love Camping, Travel, Golf

Licensed 7 years as of April 2023

Was in ad sales for 20 years prior to becoming a Realtor

Became top producer at my brokerage in 2021

90% of business in '21 was referral, repeat, SOI

100% of business in '22 was referral / sphere



# Sales History - Licensed 7 Years / April 2022

2016: 4

2017: 13

2018: 13

2019: 11

2020: 10

2021: 44 - 90% R,R,SOI, \$350K GCI, 20MM (ICON #1)

2022: 38 - 100% R/R/SOI, \$320K GCI, 18 MM (ICON #2)

2023 Goal: 28 MM / 480K GCI

# Pre 2019

- Was on teams from 2016-2018
- Went solo in March 2018
- Was going through separation / divorce
- Joined exp in August 2019
- In late fall 2019 - started changing my mindset

# The Shift

- Tired of chasing online leads
- Had a huge sphere after living in Calgary for 30 years
- Coffee w/ veteran agent
- Read the book “Ninja Selling” early 2020
- Knew mindset / skillset / actions had to change

An aerial photograph of a city skyline at dusk. The sky is a deep, dark blue, and the city lights are beginning to glow. The skyline is dominated by several tall, dark skyscrapers, some of which are illuminated from within. The foreground and middle ground are filled with a dense grid of smaller buildings, their lights creating a warm, golden glow. The overall atmosphere is one of a bustling city at the end of the day.

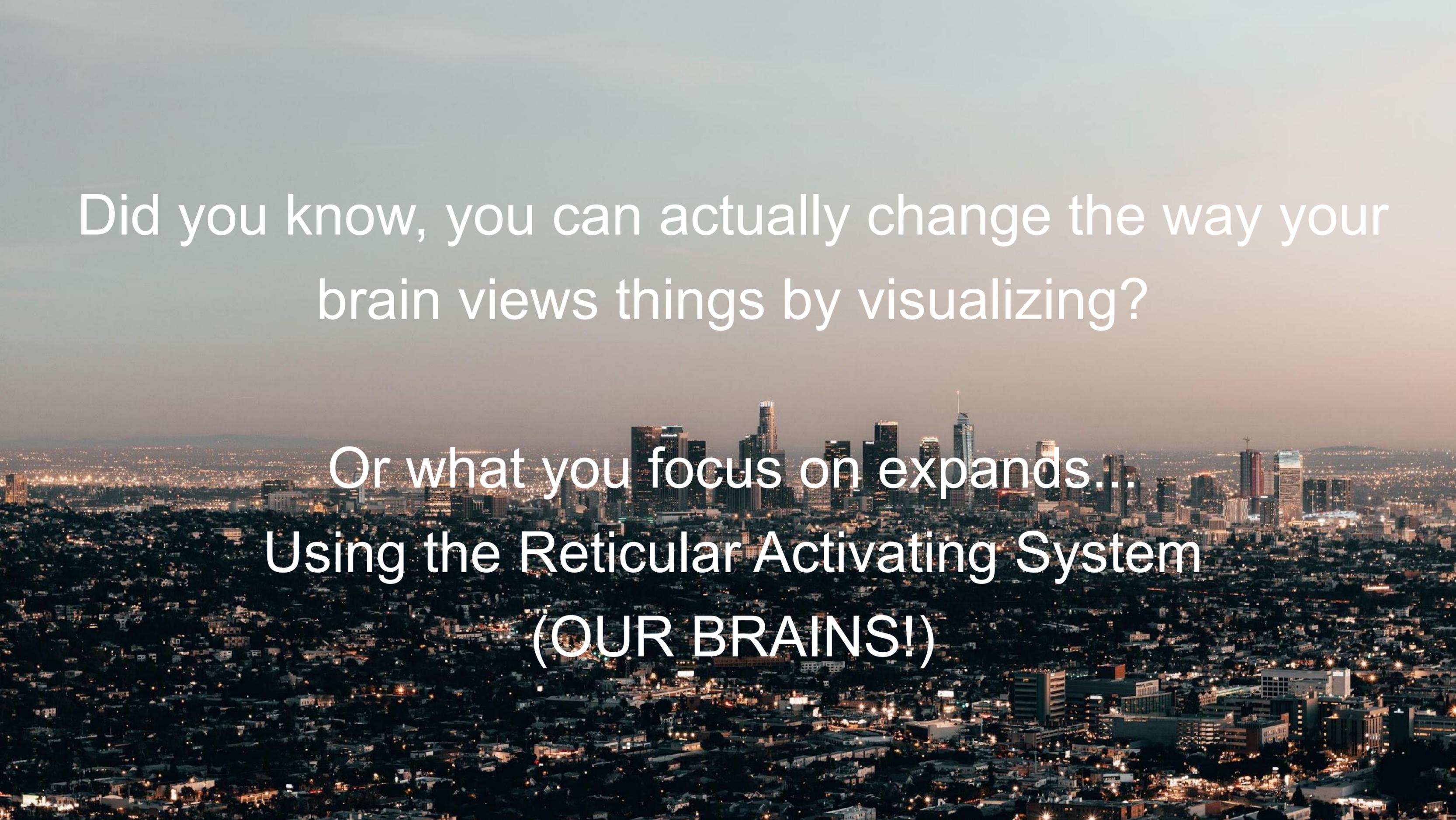
Here's how I did it, and you can too!

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**MINDSET, SKILLSET, ACTION**

# Mindset

The image features a dark, atmospheric landscape. In the foreground, a paved road with a dashed white center line leads into the distance. The road is flanked by dark, silhouetted vegetation, including tall grasses and trees. In the background, there are rolling hills or mountains, also in silhouette, under a dark, hazy sky. The overall mood is mysterious and contemplative. The word "Mindset" is written in a large, bold, white sans-serif font, centered horizontally across the middle of the image.

An aerial photograph of a city skyline at dusk. The sky is a mix of light blue and orange, suggesting sunset or sunrise. The city below is densely packed with buildings, many of which are illuminated with warm lights. The text is overlaid in white, sans-serif font, centered horizontally.

Did you know, you can actually change the way your  
brain views things by visualizing?

Or what you focus on expands...  
Using the Reticular Activating System  
(OUR BRAINS!)

## DAILY AFFIRMATIONS

MY PAST DOESN'T DICTATE MY FUTURE

EVERYTHING ALWAYS WORKS OUT FOR ME

I AM COMFORTABLE SELLING 50+ HOMES PER YEAR

I AM COMFORTABLE BEING DEBT FREE

I AM A GREAT RESOURCE FOR MY FRIENDS, FAMILY AND SPHERE OF INFLUENCE

I AM COMFORTABLE BUILDING MY REV SHARE TO THE POINT THAT I CAN RETIRE

EXP IS THE BEST MODEL AND OFFERS VALUE TO MY REALTOR FRIENDS

I'M HERE TO DO GREAT THINGS

THE PHONE MAKES ME MONEY

I AM A GREAT SALESPERSON!

MY VISION 2021

36 DEALS

CAP BY DECEMBER

BECOME NEIGHBOURHOOD EXPERT

MY BUSINESS WILL BE 75% REFERRAL / REPEAT BASED

ATTRACT 10 AGENTS

300K GCI

2 WEEK DRIVING VACAY TO AZ / NV

*California*





An aerial photograph of a city skyline at dusk or dawn. The sky is a deep, dark blue, and the city lights are beginning to glow. The skyline is dominated by several tall, modern skyscrapers, some of which are illuminated. The foreground shows a dense residential or commercial area with many smaller buildings and houses, their lights also starting to appear. The overall atmosphere is one of a bustling city at the end of the day.

Do you believe you are a great Realtor, capable of being a great resource for your friends, family and people you know?

An aerial view of a city skyline at dusk or dawn. The sky is a deep, dark blue, and the city lights are beginning to glow. The skyline is dominated by several tall, dark skyscrapers, some of which are illuminated from within. The foreground shows a dense residential or commercial area with many smaller buildings and houses, their lights also starting to appear. The overall atmosphere is one of a bustling city at the end of the day.

**AFFIRMATION:**

**I am a GREAT Realtor, and am a resource for my  
friends family and people I know**

An aerial photograph of a city skyline at dusk or dawn. The sky is a deep, dark blue, and the city lights are beginning to glow. The skyline is dominated by several tall, dark skyscrapers, some of which are illuminated from within. The foreground and middle ground are filled with a dense, textured pattern of smaller buildings and houses, their lights also starting to appear. The overall atmosphere is quiet and contemplative.

Do you believe you will sell \_\_\_\_ homes this year?

An aerial view of a city skyline at dusk, with numerous skyscrapers and a dense residential area below. The sky is dark, and the city lights are visible. The text is overlaid in white, bold, sans-serif font.

Affirmation:

I AM COMFORTABLE SELLING 60+ HOMES PER  
YEAR

## DAILY AFFIRMATIONS

MY PAST DOESN'T DICTATE MY FUTURE

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I AM COMFORTABLE BUILDING MY REV SHARE TO THE POINT THAT I CAN RETIRE

EXP IS THE BEST MODEL AND OFFERS VALUE TO MY REALTOR FRIENDS

I'M HERE TO DO GREAT THINGS

THE PHONE MAKES ME MONEY

I AM A GREAT SALESPERSON!

## MY VISION 2022

60 DEALS

ICON BY APRIL

10 DEALS IN NEIGHBOURHOOD

MY BUSINESS WILL BE 100% REFERRAL / REPEAT BASED

ATTRACT 10 AGENTS

420K GCI

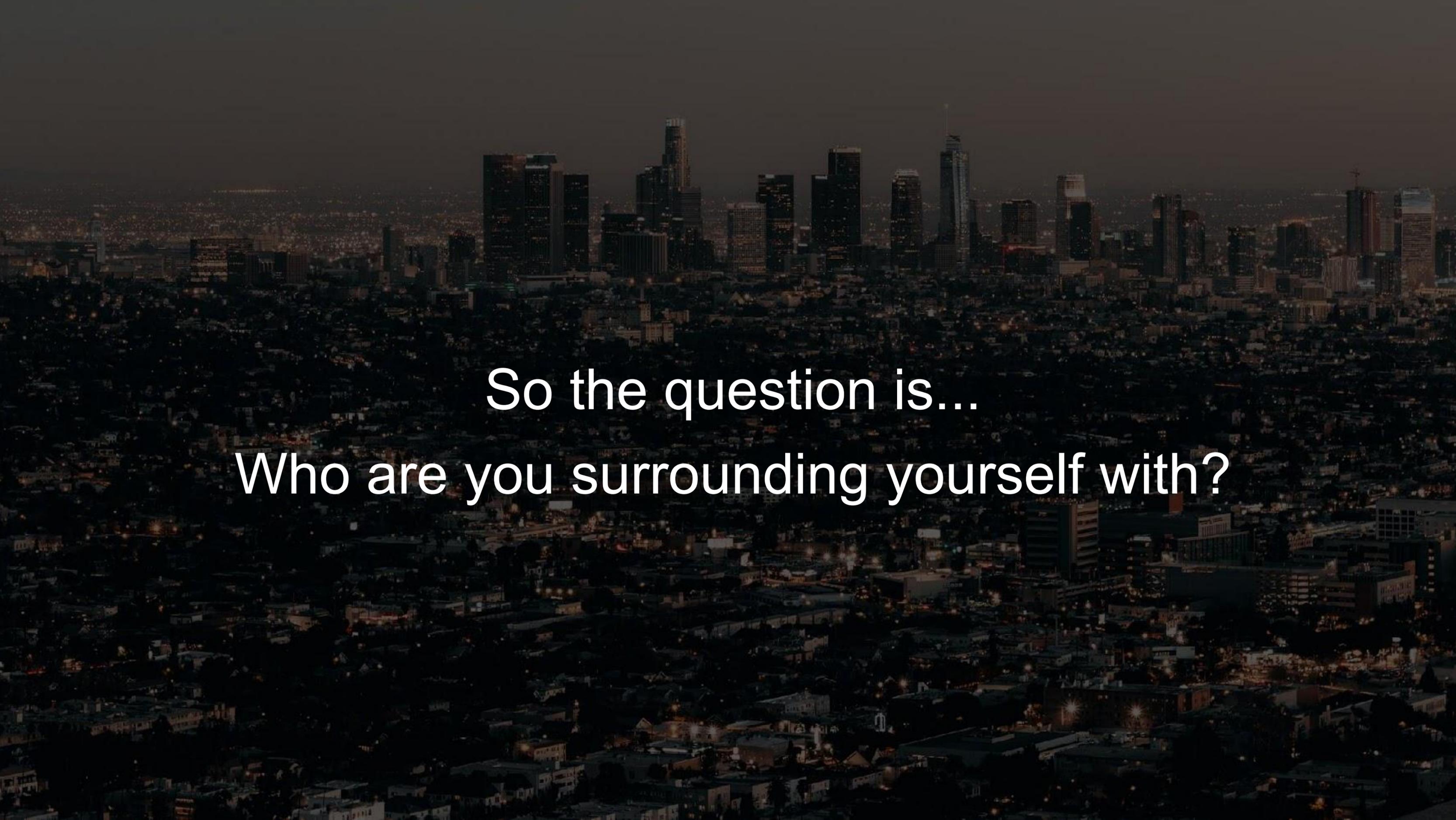
ZERO CONSUMER DEBT

*Travel is Freedom*

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## CONFORMITY:

Conformity is the act of matching attitudes, beliefs, and behaviors to group norms... [and] may result from subtle unconscious influences, or direct and overt social pressure.

An aerial photograph of a city skyline at dusk. The sky is a deep, dark blue, and the city lights are beginning to glow. The skyline is dominated by several tall, dark skyscrapers, some of which are illuminated from within. The foreground and middle ground are filled with a dense residential or commercial area, with many smaller buildings and houses. The overall atmosphere is quiet and contemplative.

So the question is...  
Who are you surrounding yourself with?

## The Power of My Mindset

### REALTOR® Transaction Mindset:

“They bought their house. They are good to go for the next seven to nine years. Where’s my next deal?”

### Ninja Referral Mindset:

“These people know at least four people who will be moving this year. How do I access and earn their referrals?”

# Skillsset

The image features a dark, atmospheric landscape with a road leading into the distance. The scene is dimly lit, with a hazy, brownish-orange sky and silhouetted trees and hills in the background. The word "Skillsset" is prominently displayed in the center in a large, white, sans-serif font. The road is a two-lane asphalt road with a dashed white line down the center, leading towards a vanishing point in the distance. The overall mood is contemplative and forward-looking.

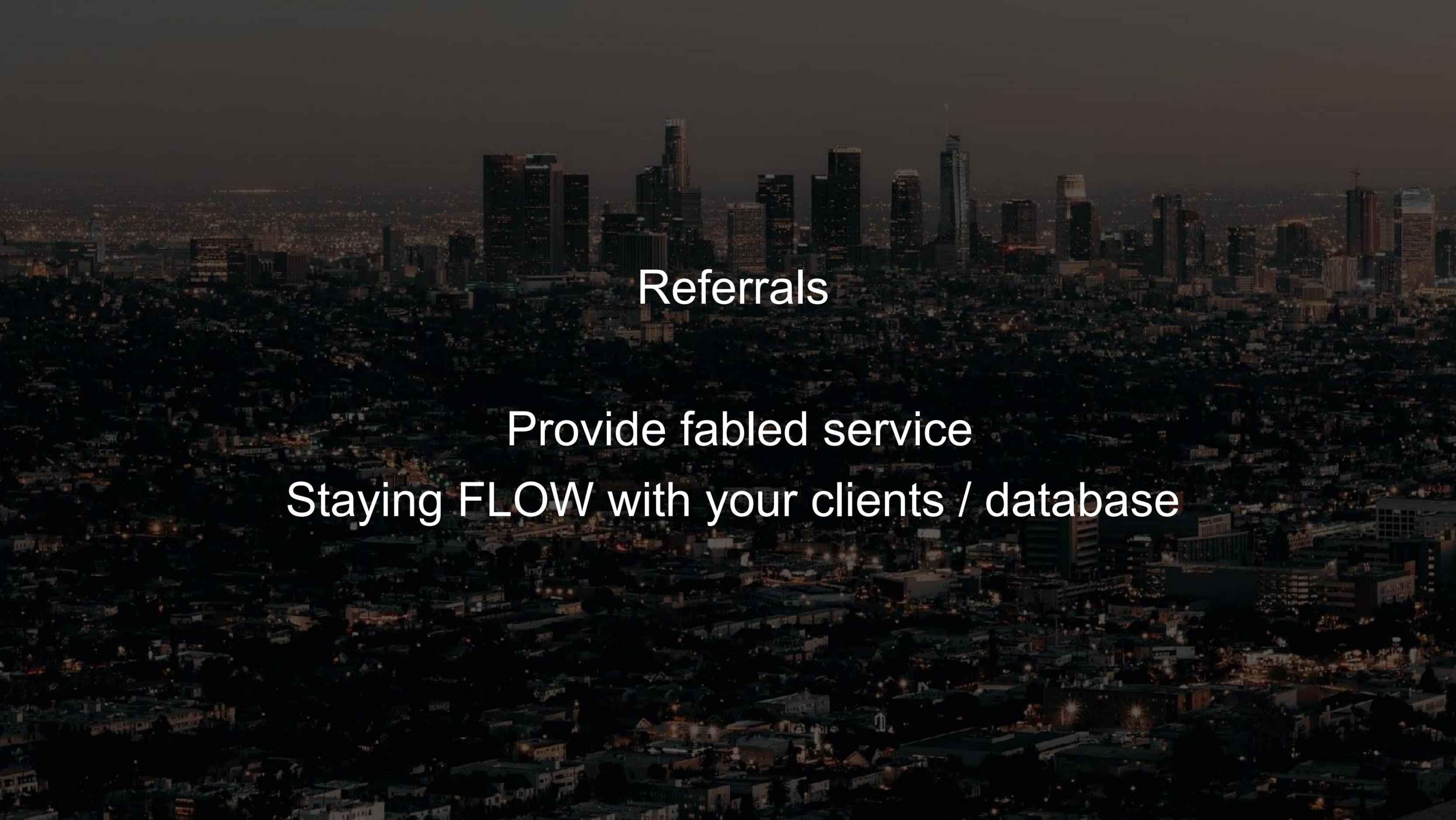
HOW DO I BECOME REFERRABLE?

YOU MUST BECOME YOUR SPHERE'S

PROACTIVE

TRUSTED

REAL ESTATE ADVISOR

An aerial photograph of a city skyline at dusk or dawn. The sky is a deep, dark blue, and the city lights are beginning to glow. The skyline is dominated by several tall, dark skyscrapers, some of which are illuminated from within. The foreground shows a dense residential or commercial area with many smaller buildings and houses, their lights also starting to appear. The overall atmosphere is quiet and urban.

# Referrals

Provide fabled service  
Staying FLOW with your clients / database

## Fabled Service

- Clients refer the experience they had, not you
- You need to have processes at every level that are easily repeatable
- The most successful agents don't deviate from that process

A person wearing a full-body hazmat suit and a mask stands in the center of a dark, narrow tunnel. The tunnel walls are metallic and show some wear. The floor is dark with some faint yellow markings. The word "Action" is overlaid in large, white, sans-serif font across the center of the image.

Action

# FLOW

- Weekly or Monthly e-mailings
- Weekly Real Estate update
- FORD calls to clients when they are not in the market to buy or sell
- Hand written notes
- Real estate reviews with past clients
- **PROVIDE VALUE !!**

An aerial photograph of a city skyline at dusk, with numerous skyscrapers and buildings illuminated against a dark sky. The foreground shows a dense residential or commercial area with smaller buildings and trees. The text is overlaid in white, bold, sans-serif font.

## ACTION ITEMS

- LIVE F.O.R.D. CALLS WITH SOI, LISTEN FOR CHANGE
- MONTHLY NEWSLETTER & WEEKLY EMAILS
- WEEKLY REAL ESTATE UPDATE ON SOCIAL MEDIA
- 1 COFFEE / LUNCH WEEKLY WITH POTENTIAL REFERRAL SOURCE

## ACTION ITEMS

- BNI MEETING (BUSINESS NETWORKING INTERNATIONAL)
- 1 WEEKLY REAL ESTATE REVIEW WITH PAST CLIENT
- MONTHLY MARKET UPDATE IN YOUR COMMUNITY
- UPDATE DATABASE / ADD PEOPLE YOU'VE MET
- DATABASE / LOOK FOR MATCHES
- DAILY ROUTINES
- CALL FIRST

## FINAL THOUGHTS:

- DECIDE WHERE YOU WOULD LIKE YOUR BUSINESS TO COME FROM (REFERRALS, SPHERE, PROSPECTING) AND STICK TO IT
- DON'T CHASE THE SHINY OBJECTS
- HAVE A SCHEDULE AND STICK TO IT (EVERYTHING IN MY LIFE IS IN MY CALENDAR)
- SET YOUR WORK HOURS / DAYS AND DON'T DEVIATE
- BE OF VALUE TO EVERYONE YOU KNOW
- CHOOSE YOUR ATTITUDE EVERY DAY

# Resources

NINJA SELLING - LARRY KENDALL

[WWW.NINJASELLING.COM](http://WWW.NINJASELLING.COM)

[YOU.NINJASELLING.COM](http://YOU.NINJASELLING.COM)

[FACEBOOK.COM/TTHENINJASELLINGPODCAS](https://FACEBOOK.COM/TTHENINJASELLINGPODCAS)

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# Thanks

CONNECT WITH ME

[FACEBOOK.COM/MARKNEUSTAEDTER](https://www.facebook.com/markneustaedter)

INSTAGRAM @MARKNEUSTAEDTER

JOIN OUR WEEKLY MASTERMIND / WEDNESDAYS AT 9  
AM

# Aaron Farrell - KV Core Guru

Want to Learn More?

Contact Aaron and book a one  
on one KV core tutorial session!

780-819-3560

[aaron.farrell@exprealty.com](mailto:aaron.farrell@exprealty.com)



**WANT THE CHEAT SHEET?  
TEXT "TLC-KVCORE" AND YOUR EMAIL  
TO 780-819-3560**

COFFEE TIME...



We will resume in 15mins

# Agent Attraction Panel

**Andy Huynh**



**Adrienne Carlton**



**Drew Carlson**



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Moe Househ - Alberta Law Office



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Jon Chin - JC Visuals - Videography/Photography/RMS

