

RITUALS TO R.I.S.E FOR PENNSYLVANIA RRC

My Mindful Journey
to
Financial and Time
Freedom

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WHY THIS COURSE

We can always make more money... but we cannot make more time!

Intentionality to your time well invested will help you RISE!



WHY THIS COURSE... NOW?!

2020 taught us that NOW, more than ever, prioritizing and systemizing our time will gain us “Time and Financial Freedom”

~toward our own vision of success!



PREPANDEMIC DOES THIS LOOK LIKE

“Time

And

Money

Freedom?”

RITUALS365		
JOIN US ON FACEBOOK LIVE DAILY 6:30A		
RE REST RELAX INDIE CREATE	MY DAILY AUDIT LOG	EXECUTE
TIME Imagination "usual day"	MONEY	FOOD & EXERCISE
4:00 Bath & social update		TRAINING DAY
4:30 P90X		
5:00 Don/Morning Breast		
5:30 SIT / WRITE		
6:00 GO TO OFFICE		
6:30 LIVE		
7:00 YOGA		
7:30 WE VIDEO	Meeting	training
8:00 CANVA		
8:30 SIMPLERO		
9:00 VIDEO	Meeting	
9:30 CREATION		
10:00		
10:30	TRAINING PREP	
11:00	RE commit	
11:30	STAKE	
12:00	Recruit / Prospect	
1:00		
2:00 NAP	cklist	
3:00	calendar	
3:30 FOLLOWUP DANCE	social	
4:00	Promo webinar	
4:30 Bike		
5:00		
6:00 Webinar		
7:00 training		
8:00		
		Great laminat
		Reset / Re
		Imagination
		Showings / Education

A CHANCE TO REEVALUATE





AM I THE ONLY ONE?!
Or is this you too?

I HAVE AN IDEA!



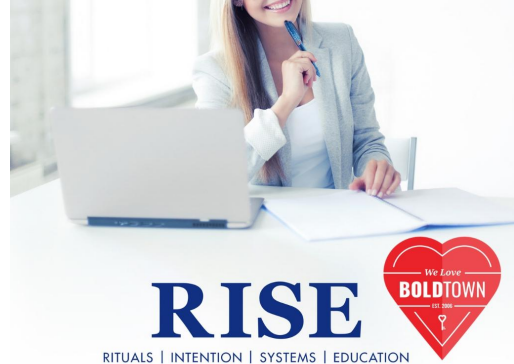
So Many Ideas!

OR...IS THIS YOU?



WHO AM I~ WHERE HAVE I BEEN?

That seems like a good idea!



DON'T FORGET... YOUR BIG WHY!



“HOW DO YOU DO IT ALL?!”



WE RISE...WHAT IS RISE?

RISE is a training program designed to launch, inspire,empower, educate and create a thriving REALTOR® Professional.

HOW TO CREATE THE LIFE YOU WANT

RISE!

Rituals

Intentions

Systems

Execution



RITUALS

- ❑ RITUALS to RISE
- ❑ Organization
- ❑ Goal Setting
- ❑ Calendar Mastery
- ❑ Time/Money/Wellness Tracking

Ritual definition:

Any activity that is done in such a system or fashion that it becomes a “no brainer” activity.



MY DEFINITION....

No Brainer Activities!



MY DEFINITION....

No energy expended in selecting!



Daily RITUALS



MAGIC PAPER!

- ❑ Erasable, Waterproof Paper
- ❑ Constant Update to systems
- ❑ Cloud to Easily Access Information Always
- ❑ Avoid clutter
- ❑ **GREEN**

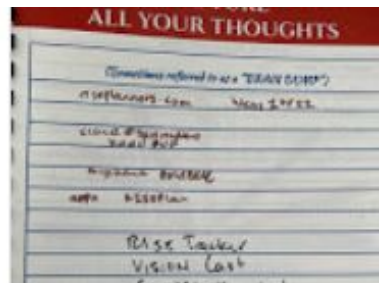
NOW...



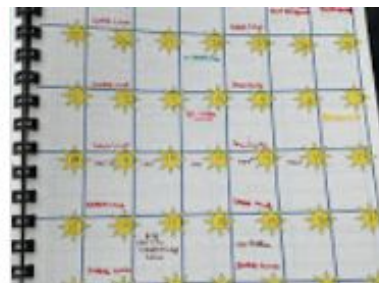
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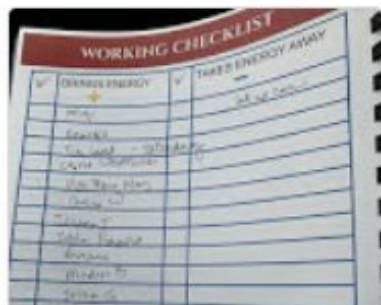
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WE ALL START, RIGHT?!

HOW TO 'STAY'!

The Business of YOU





AFFIRMATION

HOW AM I FEELING THIS MORNING

AFFIRMATION: TODAY I AM

DAY





DAILY TASKS

ERRANDS | PROSPECTS | FOLLOW UP



DAY PLAN

WHAT I WILL ACCOMPLISH



CALLS/NOTES

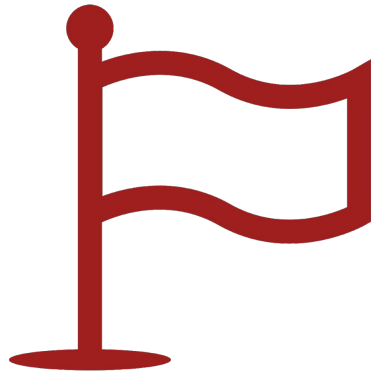
CALLS MADE & NOTES SENT TODAY

CALLS MADE/NOTES SENT



Put Initials in the circles!





ACCOMPLISH

ACCOMPLISHMENTS I MADE TODAY

WHO IS GOING TO CHEER
FOR ALL THAT YOU DO?

*“You were designed for accomplishment,
engineered for success, and endowed with
seeds of greatness.”*

Zig Ziglar

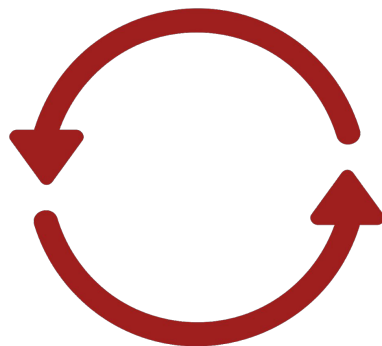




MY GOALS

MY GOALS THAT I DECLARE





STREAK

MY STREAK COUNTER



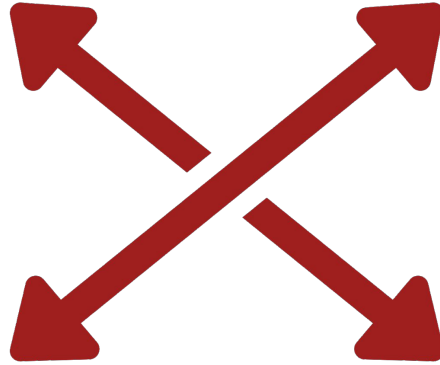


PROMISE

30 DAY PROMISE TO SELF

WHAT IS SHORT TERM AND ACHIEVABLE?!





STRETCH

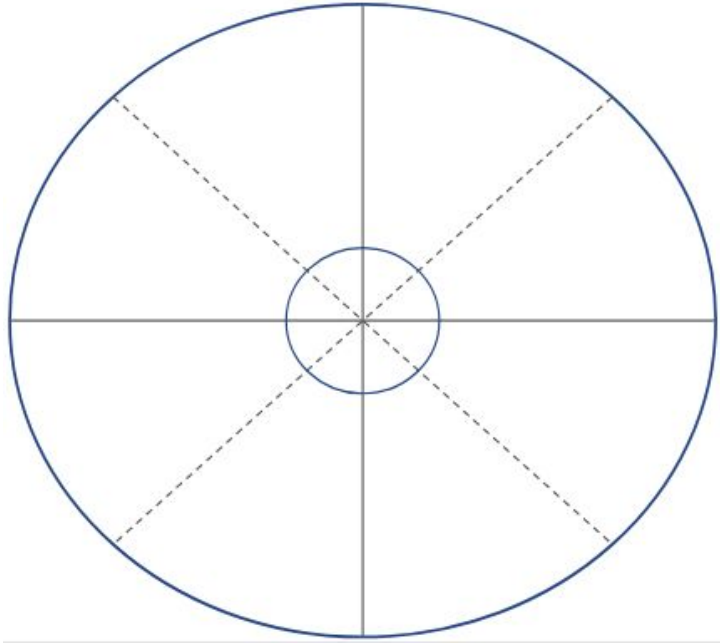
90 DAY STRETCH GOAL

RANK YOURSELF ON “HOW ARE YOU DOING?”

1-10- 10 BEING BEST

- ☐ Finances
- ☐ Fitness
- ☐ Family/Friends
- ☐ Fun
- ☐ (F)ilanthropy
- ☐ Faith

WHERE IS YOUR FLAT?

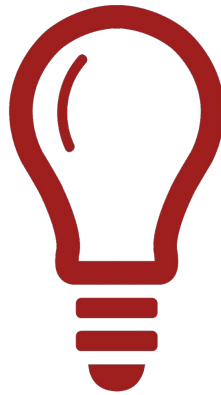


- ❑ “Map” Them
- ❑ Where is your Flat Tire?
- ❑ It’s time to STRETCH!
- ❑ P.S. “F”? Follow Through!



TO CARRY

MY TASKS TO CARRY OVER

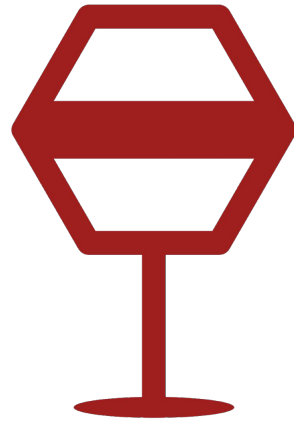


FEAR SETTING

I FEAR | WORST OUTCOME | ACTIONS

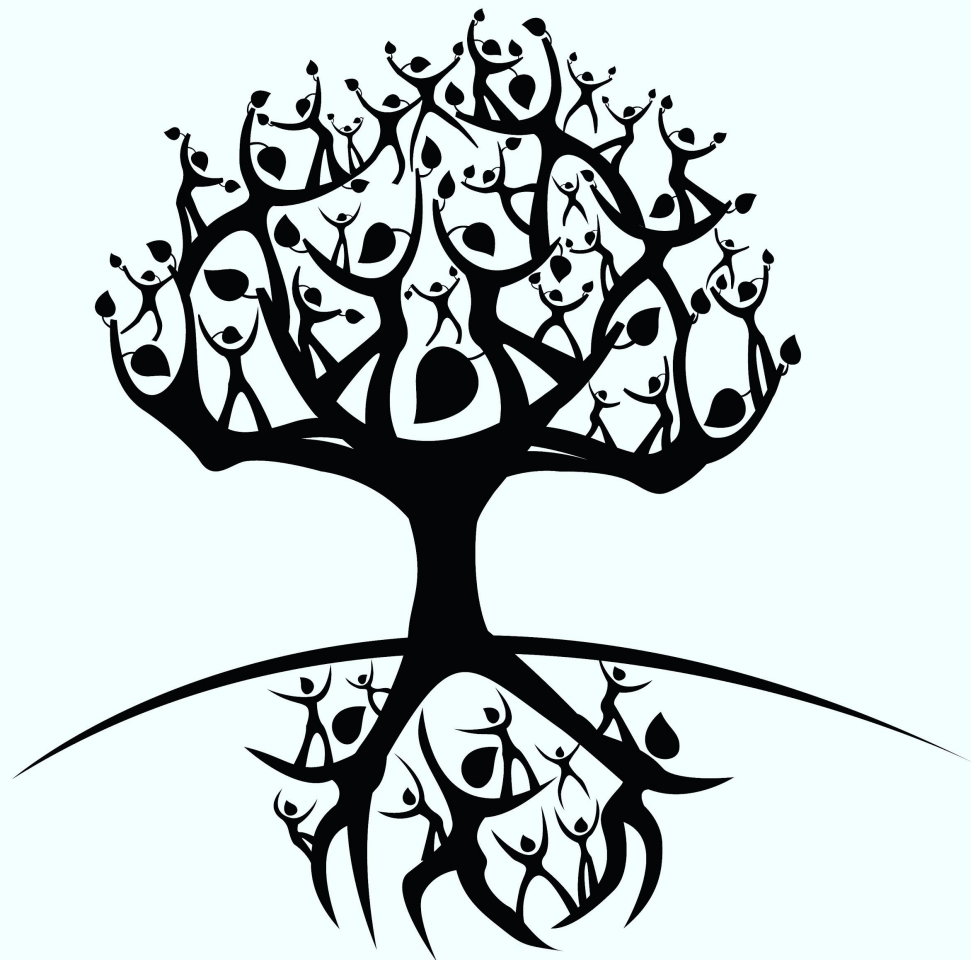
DEFINE	PREVENT	REPAIR
WHAT'S THE WORST THAT COULD HAPPEN IF YOU TAKE ACTION?	WHAT SPECIFIC ACTIONS COULD YOU TAKE TO REDUCE THE LIKELIHOOD OF THESE SITUATIONS HAPPENING?	IF THIS SITUATION DOES HAPPEN, WHAT WOULD YOU NEED TO DO TO GET BACK TO WHERE YOU ARE? (OR GET BACK ON THE "RIGHT TRACK"?)
GET SPECIFIC.		
DEFINE YOUR WORST NIGHTMARES.	CONSIDER BIG AND SMALL ACTIONS	
RATE 1-10 FOR IMPACT.		

From Tim Ferris
Fear Setting Ted Talk



PARKING LOT

MY GOALS TO SOON ACCOMPLISH





TRACKING

TRACK GOALS TO ACTUALS

ACTION	PER YR	PER MO	PER WK	PER DAY	
CLOSINGS					
UNDER AGREEMENT					
OFFERS					
SHOWINGS					
APPTS					
CALLS					
EMAILS					
PROSPECTING					
LEADS					





PLANNER

MTH. STRATEGIC PLANNER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○
○	○	○	○	○	○	○

MONTHLY MARKETING ARC: PLAN YOUR ORIGINAL CONTENT

WEEKLY- AT LEAST ONE EACH

- ☐ REAL ESTATE MARKET
- ☐ COMMUNITY MAYOR
- ☐ PERSONAL/PROFESSIONAL SHARE

DAILY- 15 MINUTES AM AND PM

5-5-5

LIKE, COMMENT, SHARE

RITUALS TO RISE 6:30 DAILY

Facebook group, You Tube, Linked in



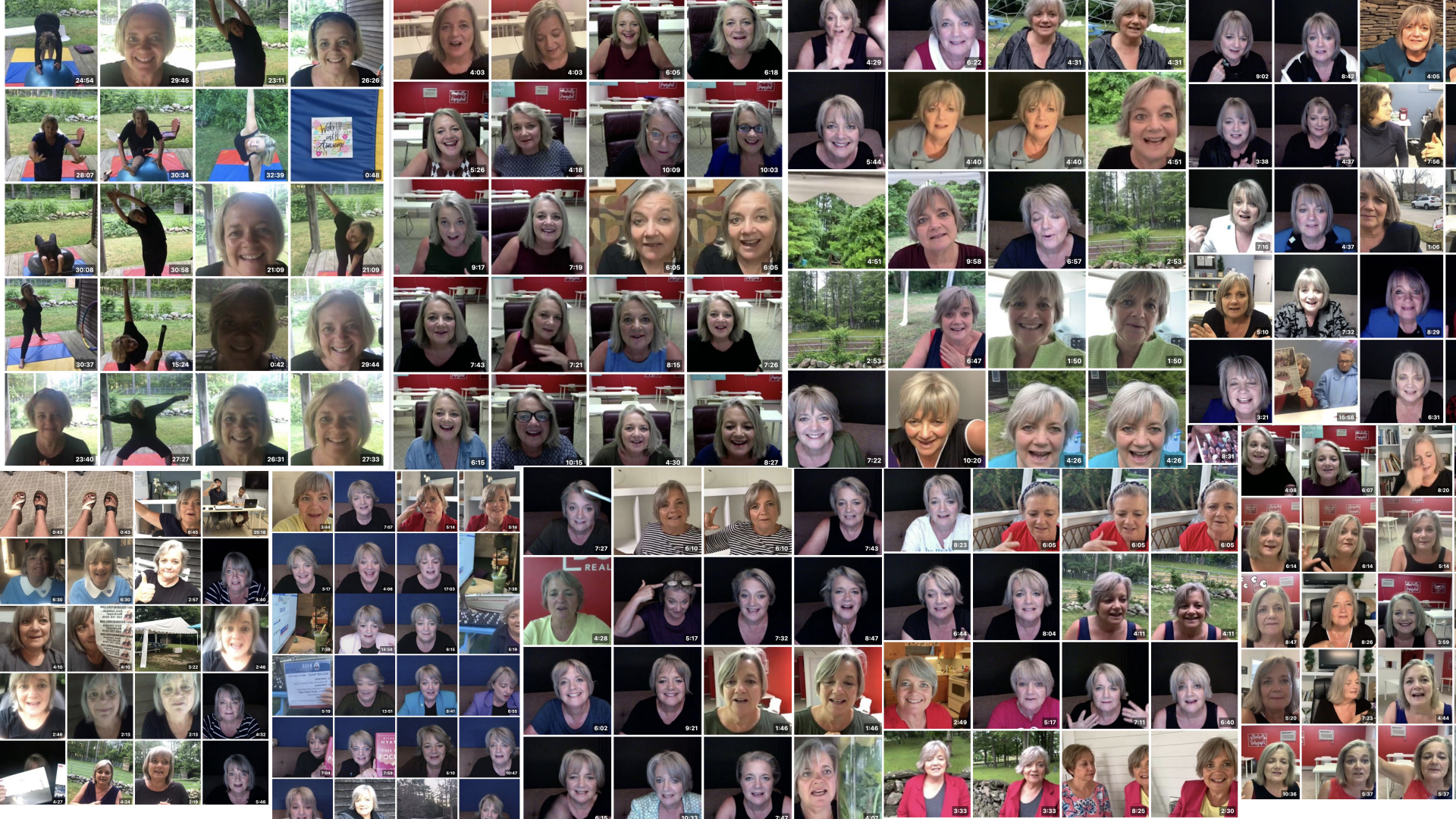
WHY FACEBOOK GROUP?

- ❑ Amplification of message
- ❑ Continuity and consistency
- ❑ Passive audience
- ❑ Where my 'avatar' lives

Avatar definition:

- ❑ Who is my ideal client?
- ❑ Who do I best serve?





MY STORY ARC

R (Sunday) Reset~ Sunday

I (Monday) Investigate

T (Tuesday) Touch

U (Wednesday) Uplevel

A (Thursday) Act

L (Friday) Learn

S (Saturday) Self Care

SUNDAY STRATEGY SESSION

WEEK PRIORITIES	PIPELINE AT A GLANCE
SUNDAY-RESET	CARRYOVER
MONDAY-INVESTIGATE	
TUESDAY-TOUCH	
	SELLERS
WEDNESDAY-UPLEVEL	
THURSDAY-ACT	BUYERS
FRIDAY-LEARN	
SATURDAY-SELF CARE	

30 DAY PROMISE (ACHIEVABLE)

90 DAYS STRETCH (FLAT TIRE)



MY GOALS



R.I.S.E.

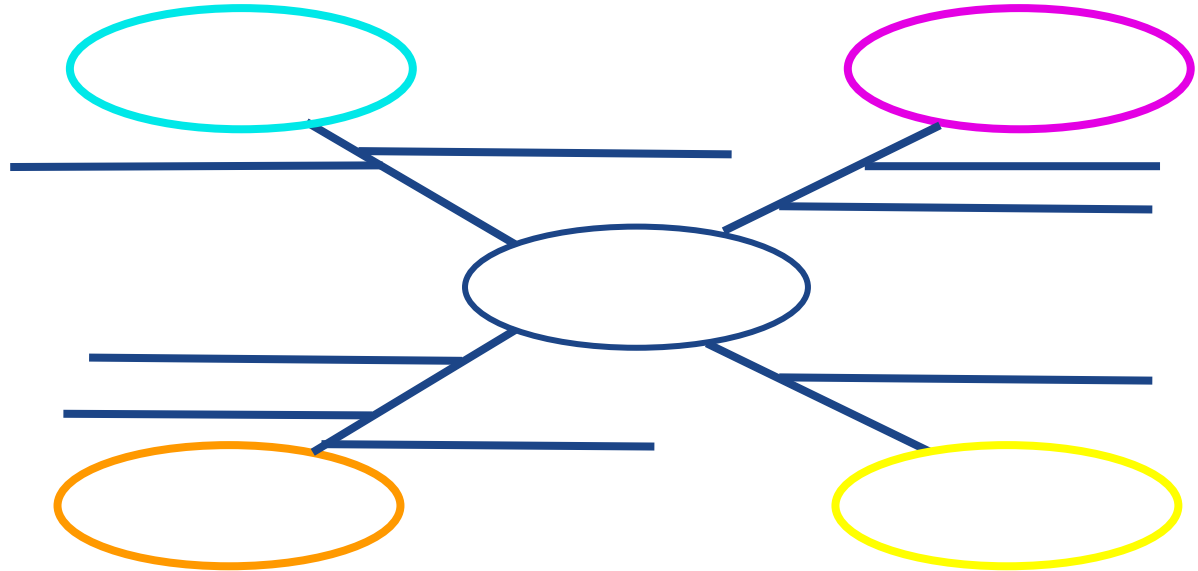
RITUALS~INTENTIONS~SYSTEMS~EXECUTION

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CREATE YOUR OWN!

By mind-mapping the content, you will visually identify the connections within the content. This will help you organize the flow of delivery.



VISUALLY CREATE YOUR WHEEL



WHAT IS LEARNING?

PERCEIVING

WHAT IF?

WHY?

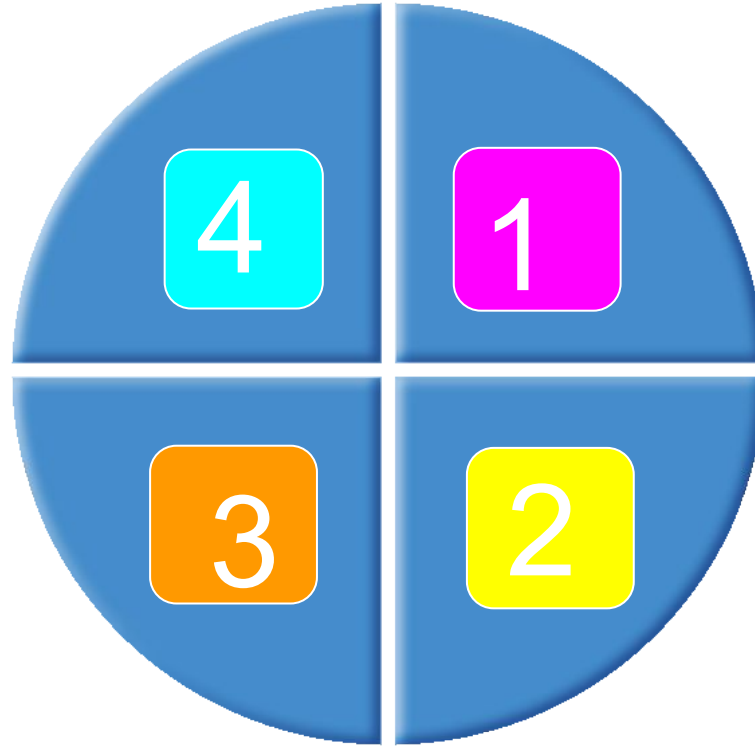
DOING

WATCHING

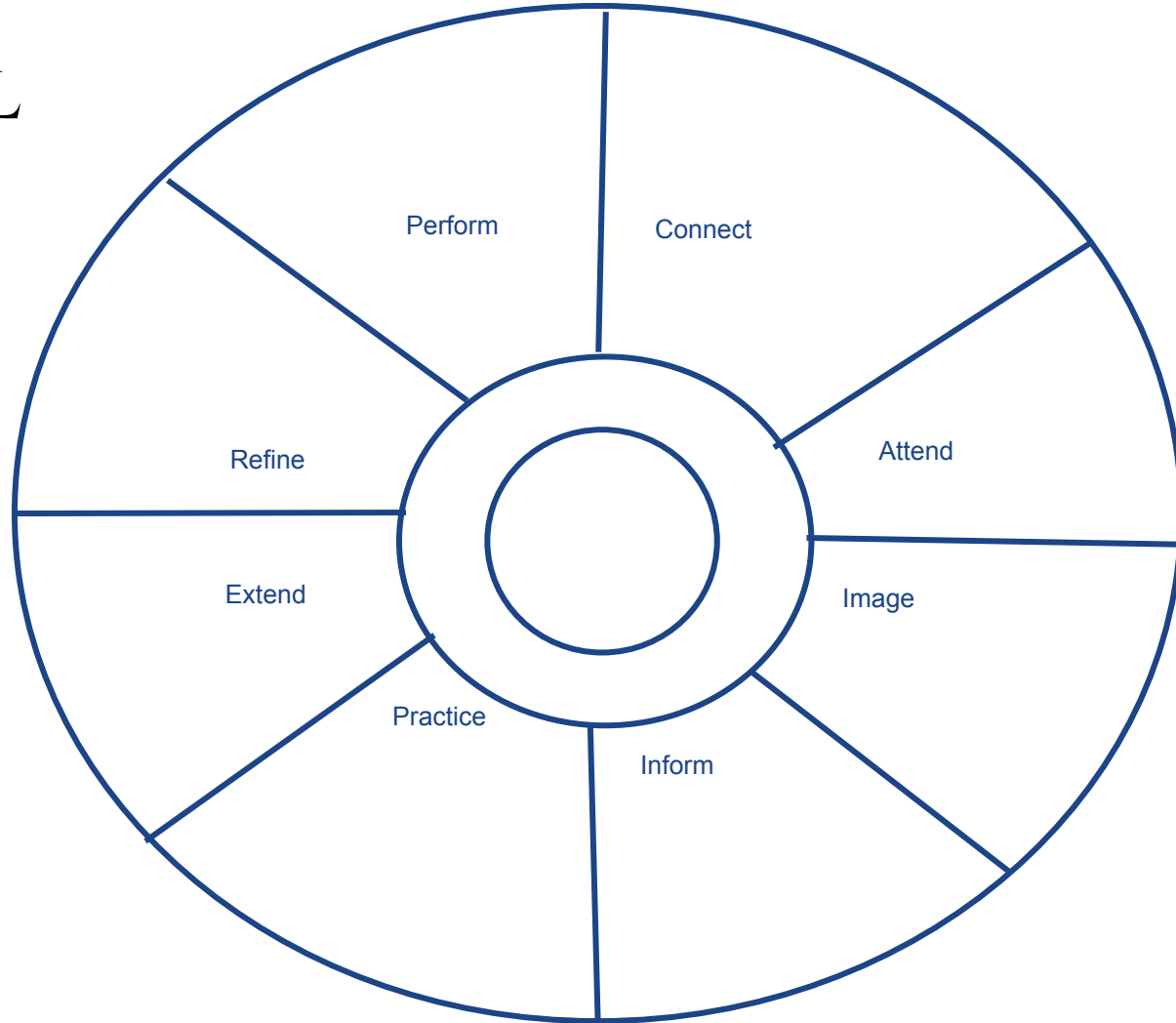
HOW?

WHAT?

PROCESSING



WHEEL



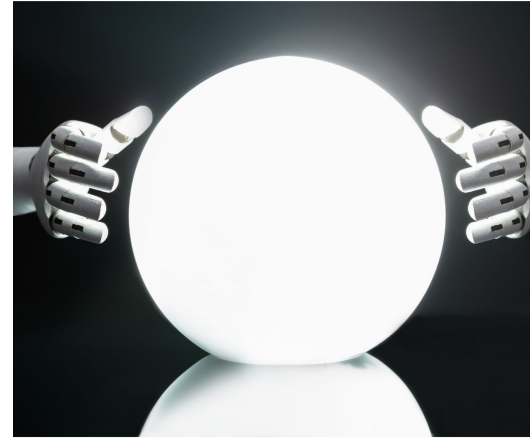
MINDFULNESS

Aka Hell Yea! or NO



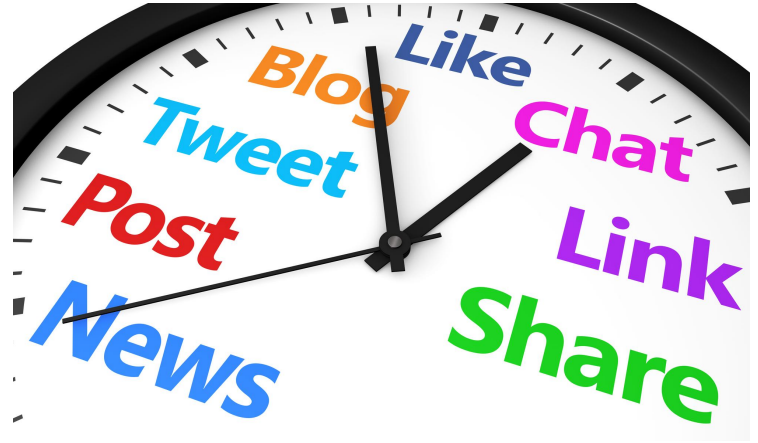
THE BUSINESS OF YOU

You are in charge of your destiny
Yup, you are!



EMPOWERMENT AND COMMAND

- ❑ YOU are your own business
- ❑ Create your brand/niche
- ❑ Who is your sphere of influence?



- Your brand should be a natural extension of you.
- Natural and not forced.
- Do what you **LOVE!**



NIMBLE OR FICKLE?

- Your vision shouldn't change although your plan to get there may!
- **Slight adjustment can change the whole course** (Trim Tab on Boat) Course Correcting
- Brand yourself and be an optimized professional
- REMEMBER ***F.O.C.U.S!***

COVID19

- Frantically selling?
- Emotional assessment?
- What do you really want?



COVID TRANSITION

Year end review~

- ❑ Expand and Don't Do List
- ❑ Accelerated market
- ❑ Leaped Into virtual



REFLECTION RESET REVIEW!

Together We RISE!



'YEAR END' REVIEW- STEP 1

- Go through calendar from last year looking at every week.
- For each week, jot down any people or activities or commitments that triggered peak positive or negative emotions for that month.
- Put them in respective columns

[illegible]

MORE OF=PUT ON CALENDAR

LESS OF=DONT DO LIST

[illegible]

YEAR END REVIEW STEP 1

- ❑ Once you have gone through the past year, look at the lists and ask,
- ❑ “What 20% of each column produced the most reliable or powerful peaks?”
- ❑ Based on the answers, take your “positive” leaders and schedule more of them in the new year.
- ❑ Get them on the calendar now!
- ❑ Book things with friends and prepay for activities/events/commitments that you know work.
- ❑ ***It's not real until it's in the calendar.***

JANUARY	FEBRUARY	MARCH
<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>
APRIL	MAY	JUNE
<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>
JULY	AUGUST	SEPTEMBER
<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>
OCTOBER	NOVEMBER	DECEMBER
<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/>

YEAR END REVIEW STEP 2

STEP 2

- ❑ Take your “negative” leaders.
- ❑ Put on “DON’T DO LIST” on the top.
- ❑ Put them somewhere you can see them each morning for the first few weeks of 2021.
- ❑ These are the people and things you *know* make you miserable, so don’t put them on your calendar out of obligation, guilt, FOMO or other nonsense.
- ❑ **That’s It!**
- ❑ *It’s not enough to remove the negative. That creates a void. Get the positives on the calendar ASAP!*

WHAT BRINGS YOU ENERGY? POSITIVE EMOTIONS



WHAT TAKES IT AWAY? NEGATIVE LEADERS



WHAT ARE YOU GOING TO DO ABOUT IT?



What's your Trim Tab?
Time to Course Correct?
PS. My boat got smaller

TOGETHER WE RISE!

- ❑ Visit www.agentrising.com
- ❑ “News”
- ❑ For presentation. Would love if you join
- ❑ Be an ‘Agent Rising’!
- ❑ Find me everywhere

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