

My Business Vision

I am so grateful the delusion I was in has been smashed. I was always in the delusion I had a financial problem. I reached a new level of surrender and willingness when I really got into the program, and doing the work here showed me clearly, I had a spiritual problem that only the steps and the work could solve.

What I do now - I lead a small Real Estate team, in traditional real estate activities with a focus on the investment/development aspects of Real Estate. I am also a partner in a coaching and training company for that niche. Additionally, I just took on a new coaching position for our brokerage as part of an international organization that may better integrate into my vision.

My business vision is also forecasted into the future, on about the same time frame as my personal vision was of 4 to 5 years out. I am seeking clarity on the timeframe of getting my sons out of high school, and our life until then, while setting up the next chapter for myself.

God, this is my vision for my life, assuming it is what you want for me, and is the proper use of my will. If it is not, please show me the way to executing your will for me.

Wow! I am so floored that my vision has come to life, and not just the way I envisioned it, but so much better. The HP has definitely been at work for me. However challenging my recovery work has been, the rewards have been far greater.

It feels amazing every day when I wake up, wherever I am in the world that day, since I get to work from anywhere now. I am so fortunate to be able to lead these teams and play a part in helping them, and so many other people, to achieve their goals. I get to be of service using the assets the HP has given me on a daily basis in my business. It was 25 years ago that I was exposed to this idea. The seed was planted then, but now it has come to fruition.

Though the first few years of this path that focused on training and teaching was a little rough, it grew into an amazing and powerful thing that unfolds with ease and flow, which I take as a sign that it is all aligned with the HP's will.

I get to lead a business that has a core focus on inspiring and empowering people to create independence for themselves using all facets of residential real estate as the vehicle to achieve it. I also get to incorporate the principles of my programs into my business. I know that is the secret sauce that has allowed the business to grow and has created our success. Of course, the strategy and tactics help, but it is the how and why

that sets us apart. We attract amazing people to the training programs, and then train them to do the same for their clients. We are truly working to practice these principles in all our affairs, and we are making a difference in the world. The initial mission of creating 1,000 happy millionaires will be achieved in the next year. It feels incredible to know I played a part in changing the lives of so many.

I have been able to find and attract amazing people to help me achieve this. I have been able to build a team that serves not only my brokerage, but also the partnership coaching clients with almost the same services, allowing for amazing efficiency. The support team and the systems allow me the freedom I have always wanted, without sacrificing quality or effectiveness. I can work from a beach in the Caribbean or south pacific, a mountain top ski lodge, a campsite under the stars, or the office. My favorite spot is the boat though and being on the water. Our small group retreats there are always a hit

I get to lead a team of 100 agents helping them with their sales skills and to execute their business plans, as well as helping them unfuck their mindsets to achieve more and lead lives of purpose. I have been able to get people trained up enough that I now manage the trainers and staff, and our office is more profitable and more productive than ever, with the highest customer satisfaction ratings in the region. I get to drop in or run trainings as I want to, and mainly focus on rolling out new product.

Doing that has allowed me to have the opportunity to train nationally and internationally for the parent organization (paid travel YES!!). I am a nationally certified master trainer and get to travel for work as much as I want. I am even starting the first expansion teams to work outside their own geographic areas. I am looking forward to adding that book to the list.

Combining the partnership and brokerage work has been amazing. I have been able to incorporate my improved skills, structure, and resources from the brokerage into the coaching program to increase its effectiveness and the outcomes for the clients. The model has been almost duplicated from the brokerage into coaching and has created great results for our students. It has also allowed me to implement coaching leverage and our top students love helping those coming in behind them. I have almost complete autonomy in course creation, sales training, and managing our sales team.

The icing on this cake is the ability to have access to all the deals that come as a result, and a couple strategic partnerships that have been created to help that. We have added in the clearinghouse piece, both locally and across the country. My clients have learned to see and package deals and we have built a network of buyers for them, for which we take a fee for facilitating, and the best part is keeping them in the family to help each other

achieve our goals of financial freedom. We have even partnered with a nationwide lender for more efficiency and an additional revenue stream. We continue to grow our affiliate network and that is great bonus income.

These relationships and networks allow me to do some occasional work tackling passion projects like transitional housing and long-term housing for people coming out of treatment or prison and getting back into society.

I am filled up every day by seeing the lights come on for people in their business the way I am able to when I am working with people in my programs and that alone makes it worthwhile. The money is a great bonus though, don't get me wrong. I am so glad I was able to reconcile that I could do good, profitable business, while being of service, and didn't have to choose between being prosperous or being of service

I can recall so easily leaving the house without enough gas to get home if I didn't get paid that day or working two jobs and not having enough money to eat. I remember starting the coaching business and focusing on grossing \$5K per month and saying fuck the taxes. Seeing that 4 years into DA and BDA I have grown to \$1.5 million in top line annual revenue just from the real estate and training channels. That doesn't count any deal revenue. I pay myself 30% of the top line revenue net, the business pays my and its taxes, and the rest gets reinvested or is profit. \$500K per year to spend is incredible.

The business runs on cash, no unsecured debt, and has 12 months total reserves (prudent and savings) in the event of things happening that are unforeseen. This security creates serenity and peace in ways I have never known. The connection to the HP and program keeps me from falling into old behaviors and driving my life back into the ground

My absolute favorite part of it all though is the chance to work with my sons as they were going through high school. I have been able to create memories with them and get them skills and training that they may not be aware of, but that can help them with whatever they choose to do in their life, whether staying and working with me, or pursuing their own passions and dreams. Being able to model a for-profit business built on spiritual principles, has hopefully set them up well for their lives.

I am incredibly grateful for the last few years, and even more excited for the next phase. The growth the business seems poised for, and the opportunities it will allow me personally are inspiring. The chance to start putting this cash to work for good in the world is amazing.