

#### WITH ROLAND KYM





Where are you now in your Real Estate Business?

What has been successful in the past 3-6 months for you in your business?

What has been crappy for you in the past 3-6 months on your business?



# What makes you most happy/excited in your business in the past 3-6 months?

What do you want more of in your business?

What do you want less of in your business?

#### Where do you want to be in 1 year in your business?





# Like Dan Sullivan says... your unique ability has four components:

#### Superior Ability:

What is something that you do better than other people, that people notice about you and brings value to others?

#### **Passion**:

What are you passionate about, what skill and ability do you like to share and bring to others?

#### **Energy**:

What Energizes you and the people around you when you do it?

#### Keep Improving:

The ability to keep improving and strengthening, never placing a limit on how much better you can get.





#### **FILLS**

Make a list of all the activities that fill your bucket

#### **DRAINS**

Make a list of all the things that drains your bucket



### HOW TO PICK A NICHE?

What is my unique ability?

What value do I offer?

What fills my bucket?

What kind of clients do I want more of?

#### What clients make me happy to work with?



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#### **MY NICHE IS:**





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### IDENTIFY & RESEARCH

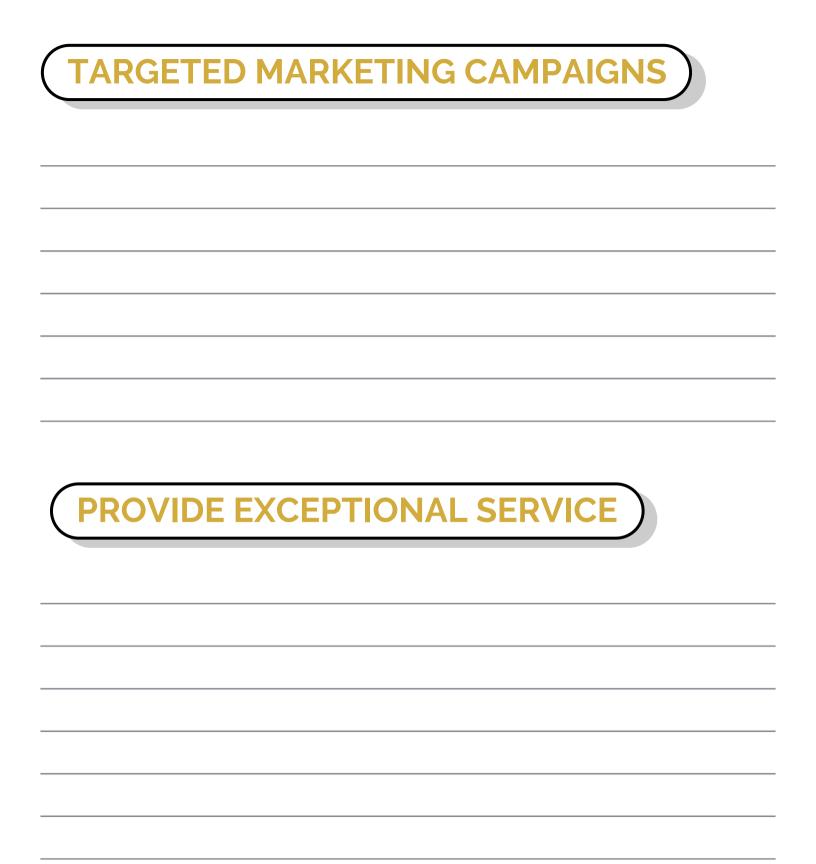




## BUILD ONLINE PRESENCE

## NETWORKING & PARTNERSHIPS







## LEVERAGE TECHNOLOGY



