Overcoming Adversity

AND STANDING OUT IN A SATURATED MARKET

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2019 REALTORS® CONFERENCE & EXPO

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session outline

MY STORY

- THE PHONE CALL THAT CHANGED EVERYTHING
- “I WON’T LET THIS DEFINE MY FAMILY”

LAUNCHING INTO REAL ESTATE

- COMMITTING WHEN IT DIDN’T LOOK EASY
- SEEING THE GROWTH

HOW I DID IT

- PRINCIPLES FOR SUCCESS

1. FOCUS ON YOUR WHY
2. INVEST IN YOURSELF
3. PRIORITIZE FAMILY
4. BE PROACTIVE
5. BELIEVE IN YOUR VALUE
6. BE HONEST
7. STICK WITH IT

CONCLUSION
AFTER COMPLETING THIS SESSION THE ATTENDEE WILL:

- See that a person does not have to be special to be successful and that the potential for greatness is within everyone.

- Be inspired to overcome and find success in the face of adversity and opposition.

- Understand the key principles that propelled Venus to rapid career growth.

- Learn how to effectively apply success principles in their life and career.
I thought I had it all figured out.

Your life can change in 10 seconds.

Married, 6 kids, involved in the church...

In 2010 I received a phone call in the middle of the night that changed my life.

A prostitute told me that my husband has been unfaithful and leading a double life.

When everything came out, my husband was sentenced to 45 years in prison.

I was a stay-at-home mother of 6 children, left with nothing.

Key Takeaway

You might think you have it all figured out, but your life can change in 10 seconds.
I sat my children down, and told them two things: 1. We are not going to say anything negative about your father, and 2. We are going to pick ourselves up and show the world that through God, hard work, and determination, anything is possible.

We had dinner together 5 nights per week, talked about the good and bad things in our day...

My routine: Wake up, work out, take kids to 7:15AM mass before school, go to work.

We determined that we were not going to be victims and this adversity was not going to define us.

Key Takeaway

Life is 10% what happens to you, and 90% how you respond. Only you decide if you’re a victim.
launching
into real estate

COMMITTING WHEN IT DIDN’T LOOK EASY

- CONVERSATION WITH MY LAWYER: “YOU NEED TO LEAVE REAL ESTATE AND GET A REAL JOB...”
- THIS WAS AT A TIME WHEN AGENTS WERE LEAVING THE INDUSTRY IN DROVES BECAUSE OF THE ECONOMY.
- I TOLD HIM IT’S NOT IN ME TO GIVE UP.
- I BELIEVED IN MYSELF AND COMMITTED TO FINDING SUCCESS IN THE INDUSTRY.

Key Takeaway

There will always be people who doubt you. Believe in yourself and never let outside voices shake your confidence.
Launching into real estate

**Seeing the Growth**

- In my first year I only made $25,000.
- A few years later I was #1 in sales at Meybohm.
- In my 7th year I made net commissions of over $1 million dollars.
- My friend Rhonda worked for me at the very beginning in Year 1 for 10% of my commission.
- In 2017 her income was $160,000.
how I did it

PRINCIPLES FOR SUCCESS

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Key Takeaway

If you do the right things, success will follow. Find what works for you, be consistent, and don’t give up.
conclusion

IS IT GOING TO BE EASY TO MAKE $1M?

• NO....

• OUR BIGGEST OBSTACLE IS OFTEN OURSELVES; OUR THOUGHTS, OUR BELIEFS, OUR SELF-IMAGE...

• YOU CAN TALK YOURSELF OUT OF SUCCESS, OR YOU CAN DECIDE TO GET UP AND GET IT.

• IF I CAN DO IT, YOU CAN TOO.

Key Takeaway

Choose a success mentality. Believe in yourself, work hard, never give up, and you will find the greatness that’s within in you.
meet Venus

Since obtaining her license in 2008, Venus has become Augusta’s premier realtor. Her competitive spirit & standard of perfection is proven by outstanding results & exceptional customer service ratings. She has ranked #1 in annual sales for the past 3 years, closing over 600 transactions for over $300 million in sales volume.