

Exclusive Information from the Michael Peters Home Selling Team



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Call me TODAY for a  
free consultation.

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## Core Value #5 Embrace Continual Improvement

*WELCOME to Spring—YAY!*

**I couldn't think of anything better to bring you in this seasons *InHouse* than one of my favorite Core Values of our great and historic real estate company. Embrace Continual Improvement.**

Picture for a moment what our world would look like if growth never occurred. In the simplest form of the word that would be quite a sight. Babies as far as the eye could see and no one to help them grow into the person that they were created to be. But what if we carried that same thought past the physicality of growing and viewed the process of growth that occurs in the mind. This growth has a much greater capacity in that it not only has the ability to shape the present but more importantly, the future.

The most powerful concept and idea that any person will aspire is the concept of Continual Improvement. This concept is not merely an idea but should be classified as a universal business principle that has incredible weight and power in our lives. A universal principle should be seen as a controlling factor in any outcome and the more it is known and understood, the more it can be leveraged for one's benefit. Consider gravity. No matter what I believe about gravity it is holding my feet to the ground right this second. If I don't know about, or choose not to believe in gravity, it is still holding my feet firmly to the ground. There are several other principles and laws that will allow me to counteract the effects of gravity. Knowing and understanding these laws and principles will allow me to use these forces as an advantage as opposed to them becoming a hindrance in my life.

Author Jim Rohn has said that we are the average of the 5 people that we spend the most time with. Let's carry that further with the idea that **you are the average of not just the 5 people but of the 5 sources that you learn from.** This is principle number one that I'd like you to connect with. Make a list of the 5 places or sources where you spend the most time and you will find that your thinking will not have the ability to go beyond those things. For most people in America the list is pretty easy to compile... Television, Social Media, Movies, Internet Games, Magazines. More people can tell me who is married to Brad Pitt than could list the 3 major parts to any business that must exist for it to succeed or the top 3 things you can do to organize your day and minimize stress in your life. But we live each day wondering how is it that some people seem to have success and we seem to be stuck in a rut.

BE BETTER THAN  
YOU WERE  
YESTERDAY!

improvement  
continuous

If I told you that you could accomplish incredible things in the world, would you believe me? Why is it that many people feel that they are relegated to be average?

Perhaps one of the most significant obstructions to stepping out of the ordinary and attempting to attain the extraordinary is the common opinion, that perhaps, I already know everything that I need to know. But imagine for a moment that this belief was eradicated from your mind. Picture waking up in the morning with the feeling that you did not know what you needed to know to survive the day. What would you do? The problem is that once you believe you know everything, you can't learn anything. If you believe you know most of what you need to know to be successful then you will seek to learn just a little bit. Leaders are learners... to the extent, they believe they need to. Spend a day with the most successful people in the world and you will see a stack of books on their nightstand by their bed... they are forever learning, a belief they only know what they know and need to learn more.

That leads us into the introduction of another universal business principle that will change your future. The problems that have been created in our lives cannot be solved with the same thinking under which those problems began. New knowledge and information is necessary to effectively resolve those issues. People tend to look at problems in life and business from one of two perspectives. The first is to throw our hands up in the air and bellow about the miserable hand that we've been dealt and to give into the depression of our bad luck. The second is to understand that practically every issue that we face can be solved if we go on a mission to find the knowledge and information that will lead us to the solution..

Let me tell you a little about where I started to give you a look into a path that has led me to great successes. I owned my first business at the early age of 26. It was a success and I sold it 7 years later. My next 2 businesses did not succeed . Without these failures, it's unlikely the future 3 businesses would succeed. When my second and third businesses were failing, I threw my hands up and said "I just can't do it." My very successful friend told me, "**CAN'T never could, because it never had a chance. If you believe you CAN'T, you are right. If you believe you CAN, you are also right.**" That would mark the last time in my life that I ever believed that I couldn't do something. My thought process became more positive. I came to believe that in every situation I may not currently know the solution to my problem, but all I really need is new knowledge and information. If I am willing to pick up a book, then I can attain that knowledge and move forward instead of remaining stuck in the same place for many years.

So how does the cycle of change begin? First, it starts with changing your mindset. Make the decision to learn everything you can so that you can be the best at what you do. Fully internalize and believe what Jim Collins said, "Good is the Enemy of Great." Second, make a plan. Set your schedule daily to include time for personal growth. Third, find people that are ahead of you on the path and walk with them in the same direction. Continual Improvement is not a fad or a passing trend. It is a way of life that you will implement to achieve the confidence and success that you've always wanted. Make the decision to start your journey today. I can guarantee that you will love the results.

Go Serve Big!!!  
Michael Peters



# THE VIP CLIENT – Real Estate Investor Corner

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If you know of anyone else who may be interested in building wealth through real estate investing, please pass on my contact info or provide me with theirs.

Thank you!  
Michael Peters

\*Conditions apply. Call for Details.



# Your Referrals Help the Kids!

As you may have heard, **Children's Hospital** is front and center in the fight against nasty diseases that destroy or cut short the lives of Children. We are thankful to have such a wonderful facility close by, doing such great work to help heal and save young people.

So even as we are eager to enjoy life, others are simply hoping they can be here to live it. This is why we here at Michael Peters Realty Group have resolved to do what we can to help.

For homes we sell this year, we are donating a portion of our income to Children's Hospital. Our goal is to raise \$50,000 to help them in their quest to Heal, Save, Cure and Comfort Children under their care.



## **This is where you can help!**

**Who do you know considering making a move you could refer to my award-winning real estate sales team?**

**For anyone considering a move that we help, you can rest assured that not only will they get the award winning service we are known for, but that a solid portion of the income we receive from the transaction will go toward a very worthy cause.**

**I want to make it easy for you to refer your friends, neighbors, associates or family members considering making a move, so you can pass along our business card to them, I have enclosed a couple here for that purpose. Of course you can always call me direct as well at [949-734-0828](tel:949-734-0828) or go to [HelptheOCKids.com](http://HelptheOCKids.com).**

You and your referrals mean more than ever to my team and I. As we move forward in this new season, please know we are extremely thankful for you and your being a special part of our business.

With all my appreciation,

Michael Peters

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