



Michael Peters

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IN HOUSE

EXCLUSIVE INFORMATION FOR
MICHAEL PETERS REALTY
VALUED CLIENTS

FALL ISSUE

Living by Values

I recently read a great book by Ken Blanchard, *Managing by Values*, that was written for business people primarily, but the life applications I learned were equally beneficial to anything I discovered on the business front.

By committing to a common purpose and shared values, anybody and those they associate with can adopt a way of living that allows those who they impact to WIN!

Most everyone reading this has some sort of vision for their life, what you want your future to look like and be like. That future becoming a reality or not is directly impacted by the values we live by daily. For example, It would be difficult to have a future where we are debt free if we don't have a value of stewardship. Valuing stewardship and having a value of stewardship ARE two different things. So, when I say LIVE by values, I mean HOW you live, not ideas or intentions to live by.

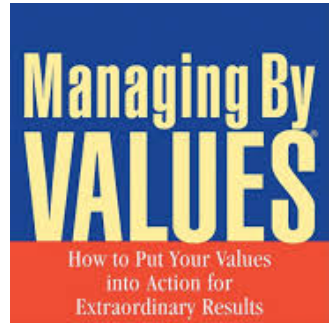
When I started Michael Peters Realty, it was my 6th company started from zero. One of the FIRST things I did was put on paper the VALUES our company would LIVE BY. What I discovered when writing them down is that they reflect my own personal life's values.

There will be challenges to your values. Almost daily in fact. But I can say that I personally have NEVER regretted living by my core values. I can however say that I do have regrets in life and many of those are when I deviated or compromised on those values.

In his book, *Managing By Values*, Ken Blanchard says the most important thing in life is to decide what is most important. Excellent advice for sure. Let's take it a step further and add... and live that way. I have met other people who have written life plans that included core values, mission statements, and real bold visions. But, most people I ask about this do not have any such thing written out. They may have it in their heads, but I think we all know that when we write it down, it's much more likely to happen. Plus, we can adjust as we go.

Let's say that we are on a quest to GROW, personally and professionally. Well, that will mean CHANGE. It is impossible to grow and stay the same or stay the same and grow. So, if we want to GROW, we must adapt CHANGE as a core value. That may translate into a value like Embrace Continual Improvement.

We can also use the word ALIGNMENT here. We already know from watching the downfall of people in our world that our personal life must be in alignment with our stated core values.



KEN BLANCHARD
Cowriter of *The One Minute Manager* and *Full Steam Ahead!*
MICHAEL O'CONNOR
Cowriter of *Developing Leadership & Character*

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When we see or hear about someone's values, and then experience behavior that runs contradictory, it's tough to watch. And if we personally get out of alignment with our stated values, it's tough to experience. There are consequences for a life NOT lived by values.


If you like the idea of a written plan for a life lived by values, or you know someone who can benefit from such a thing, consider picking up a copy of Ken Blanchard's book, *Managing by Values* and read it or pass it on.

For the record here are the CORE VALUES as written in our business constitution at Michael Peters Realty:

- **S**econd Mile Service: Go Above and Beyond What is Expected!!!
- **E**mpower and Inspire others
- **R**esults Driven
- **V**alue Relationships by Expressing Gratitude
- **E**xpect the Best Always

You can see that the first letter of each value spell out SERVE. My belief is that a great business is FOR others. So, it's not about what we want FROM people, it's what we want FOR them. And as I mentioned, a business is really a reflection of its people and their values. We are committed to LIVING by Values!

Go Serve Big!!!



Michael Peters



Find Out What Homes in Your Neighborhood are Selling For...

FREE SERVICE FOR ORANGE COUNTY AREA HOMEOWNERS

You can Receive a FREE computerized printout of recent Home Sales & Current Listings anywhere in the Orange County Area mailed to you at NO Cost, or Obligation

You don't have to talk to anyone. Just call our 24/hr hotline below and leave a message indicating which streets you would like to have information on. **You will receive by mail, a computerized printout on each active property for sale (or recently sold)** including the address and photo of the home, a description of key features, along with the list price and (if relevant) the sale price.

This information will give you a good idea of what your home might sell for if you were to put it up for sale in today's market.

To receive a Computerized Area Home Sales Report call:
1-844-696-7377 ID#5141
(24/hr recorded message)



123 Main St, Your Town
 Listed: 02/04/16 for \$359,000
 Sold: 02/16/16 for \$355,000

123 Any St, Your Town
 Listed: 04/01/16 for \$475,000
 Sold: 04/14/16 for \$469,000

Sample of Computerized Printout you will receive

The Real Estate Investor Corner

Building Wealth Through Real Estate



HERE'S THIS MONTH'S BEST BUYS:



\$1,999,000.00

Corona Del Mar Triplex

Positive Cash Flow!

We have special financing options available as well as tenants who will rent these homes if you need assistance with that.

If these homes do not interest you, then contact us about other great investment opportunities.

Just know that the good deals go fast!

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.



\$1,699,900

Dana Point Duplex

4.8% Capitalization Rate

Thank you!

Michael Peters

949-734-0828

Your Referrals Help the Kids!

As you may have heard, **Children's Hospital of Orange County** 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 have resolved to do what we can to help.

For every home we sell this year, we are donating a portion of our income to Children's Hospital of Orange County. 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 real estate sales team?

For anyone considering a move that we help, you can rest assured that not only will they get the personalized 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.

Your Referrals Really Do Help the Kids...

I want to make it easy for you to refer your friends, neighbors, associates or family members considering making a move, so here are your options:

1. You can pass along our business card to them, I have enclosed a couple here for that purpose.
2. Of course you can always call me direct as well at [949-734-0828](tel:949-734-0828).
3. [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,

A handwritten signature in black ink that reads "Mike".

Michael Peters



CHOC
Children's

