



HOW TO BE A SUCCESSFULL REAL ESTATE AGENT

WITHOUT LOSING YOUR MIND?

Jan Píbil, PhD, MBA

**A GUIDE TO REACHING YOUR GOAL AND BECOMING
A SUCCESSFUL REAL ESTATE AGENT, WHILE
ALSO ENJOYING ABUNDANCE AND HAVING TIME FOR YOUR FAMILY,
HOBBIES, FRIENDS, SPORTS, TRAVEL, AND ALL
THE BEAUTIFUL THINGS LIFE OFFERS.**

DO YOU WANT TO KNOW HOW?



**Book How to Be a Successful Real Estate Agent
Without Losing Your Mind?**

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A LITTLE ABOUT ME:



I'm a visionary and a hard worker.

I was the first to do video tours of real estate in the Czech Republic and focused on what others weren't doing. I tried to keep up with the pace and address what clients wanted and required.

I have been involved in the real estate industry for over 17 years, both as a real estate broker and as a manager and owner of a real estate agency. I am the founder and lecturer of VRK Academy, where I teach business skills and try to pass on my experience and knowledge of the real estate industry. I lead team and individual coaching and mentoring. I am also a tutor at LIGS University where I am in charge of the MBA and PhD Real Estate program.

I completed my master's and doctoral studies at LIGS University. I also studied coaching at the Czech Technical University, the School of Feng Shui and other courses and seminars focusing on both business courses and personal development courses. I am still trying to educate myself, work on myself and gain both theoretical and practical knowledge.

I have sold over 750 properties as a real estate agent and over 5,000 property sales and rentals with my team.

I'm a believer that you have to work hard and do your best to achieve your goal, but also have time for yourself, your surroundings and your hobbies and interests.

Motto:

"Failure teaches us to be better and stronger. Those who want to succeed must persevere and not give up on their goal."

"Life is a matter of priorities."

Jan Píbil, PhD, MBA



CONTENT

CHAPTER 1

WHAT DO I REALLY WANT TO ACCOMPLISH IN REAL ESTATE AND LIFE?.....

CHAPTER 2

WHAT IS REAL ESTATE?.....

CHAPTER 3

REFERENCE.....

CHAPTER 4

DO I HAVE WHAT IT TAKES TO BE A GOOD REAL ESTATE AGENT?.....

CHAPTER 5

FIRST DEALS AND SUCCESS.....

CHAPTER 6

HEALTH AND FITNESS.....

CHAPTER 7

GOAL AND WEALTH.....

CHAPTER 8

INDEPENDENCE.....

CHAPTER 9

HAVE YOU REACHED THE GOAL?.....

CHAPTER 10

CONCLUSION.....

PREFACE

When I decided I wanted to be a real estate agent, I had no idea what the job entailed and what I would have to know to be a successful real estate agent.

I started at the age of 23, when the college told me that unfortunately, due to the large number of students, they would not give me a chance to take another exam and I would have to repeat my studies. I felt cheated and I quit my studies.

The world ended for me then, the world of justice. What I believed in - that everybody helps everybody, that truth would prevail, and that it was impossible.

Today I see it as a great positive, and as I say: everything in life has a meaning, and this was the meaning that I had to start working and doing part-time jobs. I had to learn to make money, to appreciate the value of money. I had a dream and I went for it.

If you want to do or do the work of a real estate agent and you feel it internally, you will make an excellent real estate agent. If you don't feel that way, I recommend that you do other work as you will never be as successful as you would like.

INTRODUCTION

I've read dozens of books about successful people and businessmen, owners of big companies and multinational corporations. Guides on how to actually make millions in a few months.

You see them showing off their big houses, luxury cars, jewelry collections, all of which are very ephemeral and can be limited in time.

However, the road to this success is very long and difficult and you have to work hard and be persistent.

The really successful people usually started from scratch, they couldn't make it, they couldn't make it. They got to the top, then fell back down. They don't brag about houses and money and people admire them for what they can do and what they've done and how many people next to them are successful.

The really successful people stay true to themselves and live an "extraordinary ordinary life." I will explain this in later chapters. I would compare it to Eastern medicine. There, the motto is, the fewer patients a doctor has, the more a better doctor.

In the Western world, it's just the opposite. Here, doctors boast that they have thousands of patients. But if you think about it, in my opinion a successful doctor is the one who cures his patients and gives them instructions on how to live a healthy life. Then they need a doctor the moment they hurt themselves or something or something happens to them.

This is also true in business. A good salesman is one who has good references and sells people the item or service in good faith, and most importantly he must be a true professional in the field.

Again, I'll give you an example : I was constantly hounded by various financial advisors who offered investment programmes and how amazing it is and how much money you can make in investments. Has this happened to you too? I made an appointment with some of them and my first question after their presentation and demonstration of "cakes" was: "And how much do you make on these investments?" What do you think they said?

"Well...I'm just starting out and it must be a long time...well...not yet...because..." So I told everyone to show me specific numbers and the time it took them to achieve this, to come...No one came.

And that's how it is with education.

In later years, when I was writing my doctoral dissertation on education, I studied college concepts. The whole system would have to go through major changes, and then I think people would be more successful. They have to take courses and continue their education, which is good, of course, but the basics could be better, and I hope that in time it will come to that...

Fortunately, I found a college in my later years that made sense and gave me exactly what I needed and I'm happy to recommend it to others, but more on that later.

Anyway, that's my credo. If a financial advisor is going to give financial advice and investments, he should be successful in that field. He should have experience and show that he has. Then you'll be happy to invest the way he advises.

If I'm lecturing on business and economics, I should be successful in that field and then I can advise others.

This is also true in real estate. If you are going to be a true professional in this industry, then you'll be credible and you'll show from your experience that it is possible and the person in question will trust you to sell or buy the property in question. The road to this can be a short one or a long one. Which one you choose is up to you.

CHAPTER 1

WHAT DO I REALLY WANT TO ACCOMPLISH IN REAL ESTATE AND LIFE?



From my own experience, I have come to understand that the job of a real estate agent is one of the most complex and challenging in the business world.

What do you really want to achieve in real estate and indeed in life?

Why do I ask this question? If you don't have a clear goal, you will and won't succeed over and over in a circle.

The story of the man with the coconut:

A native sits on a beautiful island under a palm tree, sipping from his "hunted" coconut with a bamboo straw, smiling, watching and listening, as the sea murmurs prettily and the sun reflects its golden rays from the surface of the sea. A luxury yacht arrives, a man gets off, walks up to the native, sits down and looks at the beauty. He sees hundreds of palm trees and immediately thinks of a business plan.

He says to the native, "I have a business opportunity for you. We can start selling coconuts together and make a big business out of it. We'll import coconut oil all over the world, we'll set up branches, and when we've done all that, we'll be sitting on an island under a palm tree, sipping from a coconut, smiling and happy.

The man looked at him and said: "But, sir, that's what I'm doing and I'm happy." The man dejectedly boarded his yacht, where a pile of business was waiting for him to attend to and sailed on. And the man on the beach under a palm tree, continued smiling, and enjoyed the beautiful sea.

This story shows that for some it takes little to live, for some it takes a lot, some want big houses and fancy cars, some want a small house and no worries.

You want to work 12 hours a day, Saturdays, Sundays, make millions a month and be alone because your spouse ran away? Don't have time for sports and friends? Then there comes a time when the body says enough and all the money you've been making you'll be putting it towards recovery? Look at successful people like Steve Jobs. How did they turn out? They sacrificed everything to work, including their health.

Why am I writing this?

It's actually my experience.

10 years ago, I had several branches and I was a real estate broker and I was able to sell 10 properties in a month. I had beautiful money, we lived in a beautiful duplex apartment in Prague. One day at 2am, while I was working, I got sick.

Back then I somehow got over it and went to sleep. But it started to happen again. and suddenly my body stopped working.

I relaxed, went to the doctors and after all the tests I was told, it was burnout syndrome.

I started studying it and found out that I was actually running out of batteries. It's just that your body keeps alerting you and if you don't notice it, it alerts you more and then more and then...it may be too late. I started having psychosomatic symptoms.

These are the manifestations that the body actually starts to do what it wants and sometimes it gets you down, sometimes you get so sick that you are not able to do anything.

The only thing that helps with that is to take it all in and, most importantly, change something.

I started to think about everything and I wondered what I was still chasing if I'm not really capable of doing anything right now.

At that moment I set a goal, I went after it and I got through it all, without the support pills, which don't solve anything anyway, they just delay it.

Everything is connected to everything, so I started working on myself from a position of education, and went on the necessary courses from time management to caring mind and body.

I studied the college and the courses I always wanted to do, like like coaching. I started working a lot more efficiently, and I scheduled time for myself, my family, my interests and hobbies.

Nowadays, I really vacate on vacations, turn my head off and don't work, or very little, and everybody knows it and respects it.

If my kid has a gig, I'm there, even if I'd lose a lot of money. I'm writing this because hundreds, maybe thousands of brokers, managers and owners have been in the same situation or are in the same situation, and that's why everything has to be set up differently, or you can really go crazy, like what happened to a lot of successful people.

Money is needed and it gives a person freedom too, you just need to set up your relationship with money.

If someone does a job just for the money, how do you think it will turn out?

Example again. When newlyweds want an offspring, you know yourself that it usually doesn't work or it takes a long time to get a partner pregnant.

And then when they stop thinking about it, suddenly it works.
How is that possible?

I've studied this a lot, and I've devoted myself to it.

When I really want something and I go after it, no matter what the cost, it usually doesn't happen, or it takes a long time.

What happens when you have a goal and you go after it and you work on yourself and you're just dealing with the goal and what to do better and differently?

The goal gets accomplished sooner.

If a real estate agent is going to do his job just for the money and think only for the money, what do you think is going to happen to him?

Will he have references? Will he be as successful after 2 years? I don't think so.



TWO EXAMPLES OF BROKERS

One just wants to make money:

He dresses nice, he drives in a luxury leased car, lives in a luxury apartment and pays either a high rent or a high mortgage.

What does this person need?

Make a lot of money, but over a long period of time at any price. This will have an effect on his business that he's not educating himself and not working on himself. He will figure out how to only make money on his clients.

You think the property owner doesn't see that?

Can't feel it? Gives him good references?

The other broker?

He sets a goal for what he wants to do

- What area?
- What does he want to accomplish in that field?
- By when?
- He makes a business plan
- He starts to educate himself and work on himself
- He doesn't just do real estate for the money, but he wants to make name, references.
- He's pro-client.
- He's trying to move with the times
- Addresses new market developments
- Because he educates himself and regularly monitors the market, he has up-to-date information

Vážení čtenáři, právě jste dočetli ukázkou z knihy ***How to be a successful real estate agent without losing your mind?***.
Pokud se Vám ukázka líbila, na našem webu si můžete zakoupit celou knihu.