



## 2021 RE-WELCOMING the DECADE! **Let's begin again.**

Are you as ready as we are for the NEW YEAR? A “Do-Over” for the Decade?

We SO appreciate you all. We are so thrilled that so many of you had your BEST year in the business in numbers of sales & income by helping a LOT of people to get moved where they needed to be through this time. The coming year will be another opportunity to help everyone you know get “stuck where they ought to be stuck” for the next cycle. Supply and demand are still strong, and indications are that interest rates will remain low, so you may have this ENTIRE YEAR before we are looking at “next cycle”. No one can predict when... AND we are in the longest continuous run up in the history of real estate. Remember the last one that ended in about 1992/93? Those next 7-10 years were a storm. I don't know about you, but I think I am smelling a storm on the horizon...

Being prepared to shift the sails when storms occur is why Great Brokers and Agents like you succeed.

Please read through this 1-page letter carefully and be with us on January 4<sup>th</sup> 2021, at 11am Eastern/10am Central/8am Pacific as we do EVERY YEAR for our Annual New Year Welcoming In and Letting Go Ceremony. We will officially LET GO of 2020 and EMBRACE the new year!

**If this is your first time, think “EARTH and FIRE” --- We guarantee you do NOT want to miss this!**

Here are a few questions to get you ready, so flip this paper over & jot a few notes down, bringing THIS and your own personal INFAMOUS “WHITE ENVELOPE” on January 4<sup>th</sup>.

- What are just a few of the most important memories of things I accomplished last year?
- What do I see that I would like to let go of this year, and forever?
- What and who did I inspire around me during this last year?
- Looking at the next 10 years, how will my life and those of my family and friends' change?
- What do I want to see for myself and them i.e.: **What Memories do I want to create to look back on Dec 31, 2030?**
- What story of 2021 do I want to tell the end of the year? What was challenging? What was exciting? What was scary? What was thrilling? What was clear? What worked?
- If I am truly dedicated to living a life of purpose and meaning - What would that purpose be? What do you want to be known for?

*Example: Fred Rogers was known for teaching that feelings are normal... and manageable. “That which can be mentioned can be managed.” If you could say it that simply, what would you say?*

As is our tradition, your holiday package includes a few sweets for now or later and our NEWLY INFAMOUS “WHITE ENVELOPE” which is NOT to be opened until our January 4<sup>th</sup> Monday Ceremony! This is an EXCITING and INTERACTIVE LIVE exercise that will FREE you from last year (and the last DECADE!) and will LAUNCH YOU FORWARD, giving you something to take with you, literally, all year long!

Be EARLY with us on this very special Zoom.us meeting ID 7707-26-1256 **with VIDEO ON**. Put this link in your calendar for 15 minutes BEFORE 11amET on January 6<sup>th</sup> <https://zoom.us/j/7707261256> - **Your checklist is below:**

___ Your Personal <b>INFAMOUS “WHITE ENVELOPE”</b>	___ Your Personal <b>YCM Stone</b> included in your Box
___ A relatively draft-free area you <b>can light a match!</b>	___ An <b>Open mind</b> , ready to <b>DO THIS THING!</b>

See you January 4<sup>th</sup>

Your Coaches & Staff, Mike & Donna Stott, Donna Fleetwood, Stephanie Seigh, Lisa Abrams, Kayla Corvino, Josh Weinberg, Sandy Bild-Kacena, and Matthew Stott