



**Prep**

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## Module #2: The Blueprint

Instructions:

Welcome to Module 2 of KW Prep! In this module, “The Blueprint”, you will fill out the worksheet below to explore your goals and create a blueprint to succeed and excel.

Name: Jazz Harris

**1. Goal:** What goals do you intend to achieve by the end of this course?

- By the end of this course I want to take away motivation, tips and tools to succeed at being the best real estate agent for my clients. I want to learn everything I can and empower myself to do real estate full time. As well I want to make connections and build relationships to build a network in real estate most specifically with people who have also made the same jump that I am wanting to make

**2. Context:** What’s happening around you that will impact you? (world events, job, schedule)

- My full time job takes up the majority of my time, however I do work remotely currently which allows for a more flexible schedule. I travel every few occasionally, but I am to eventually purchase investment properties in some of the areas that I have traveled to.

**3. People:** Who is around you that will support you? Who is around you that may distract you? Who do you NEED around you that you may not have yet? (study group, coach, support, etc.)

- My friends and family fully support me in this journey, but I do lack a mentor/coach or even some kind of study group for people taking a similar path to me.



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**4.** Mindset: Are you prepared to succeed? How will you approach these next weeks/months? How will you recommit if there are unexpected setbacks?

- I am more than prepared to do what it takes to succeed and to fill in the gaps wherever needed in order to progress my career. I am excited to dedicate my time, energy and resources to fulfill this goal. Over the duration of the next few months I plan to remain open-minded, motivated and passionate. In the event of a setback I will regroup, reanalyze and refocus my attention to get back on track.

**5.** Messages: How will you know what to focus on and what's most important for you to learn to succeed? Is it skill, test info, mindset, etc.?

- I will best determine what to focus on by learning from others who have been successful, course material, mindset and building upon my customer service skills. All of these factors are important and will assist me in my goal to succeed.

**6.** Action: What are the most important actions you'll take during this course?

- The most important actions I plan to take during this course is to learn from anyone and everyone that I can, ask questions, remain open-minded and passionate. These factors will allow me to not only achieve my goal to become a full time agent, but the most successful agent that I can.

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