

# Dream Year Guide





Use this handbook to get some clarity in your life. We're going to dig in and change how you think about your year and drive improved results!

~ Leigh Brown, REALTOR®, CEO, best-selling author, coach, and speaker

# CHECKLIST

## #KICKTAIL

	LIST ITEM
<input checked="" type="checkbox"/>	RSVP and block calendar Leigh Live! 1:00-2:00pm EDT on December 17, 2024
<input type="checkbox"/>	 <b>Follow: <a href="https://www.facebook.com/LeighBrownSpeaker">www.Facebook.com/LeighBrownSpeaker</a></b> Under Following, select NOTIFICATIONS: On (to always catch Leigh Live, select IN YOUR NEWSFEED: See First)
<input type="checkbox"/>	 <b>Follow: <a href="https://www.instagram.com/leighthomasbrown">www.instagram.com/leighthomasbrown</a></b>
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<input type="checkbox"/>	<b><i>You Are the Product: How to Survive and Thrive in the Era of Reputation Economics</i></b> <b>by Joshua Klein</b> <a href="https://a.co/d/4yfWixV">https://a.co/d/4yfWixV</a>
<input type="checkbox"/>	<b>Recommended: 2025 Simplified Planner</b> <a href="https://amzn.to/3ZclJtk">https://amzn.to/3ZclJtk</a>
<input type="checkbox"/>	<b>Optional: <i>God's Purpose for Your Life: 365 Devotions</i> by Charles F. Stanley</b> <a href="https://a.co/d/ampqF0l">https://a.co/d/ampqF0l</a>
<input type="checkbox"/>	<b>Optional: Join my Devotional Facebook Group.</b> <a href="https://www.facebook.com/groups/liveingracewalkinlove365dayjourney">https://www.facebook.com/groups/liveingracewalkinlove365dayjourney</a>
<input type="checkbox"/>	<b>Year-end Assessment</b>
<input type="checkbox"/>	<b>Dream Year Survey</b>
<input type="checkbox"/>	<b>Business Budget Form</b>
<input type="checkbox"/>	<b>Personal Monthly Budget Form</b>
<input type="checkbox"/>	<b>Project Goals</b>
<input type="checkbox"/>	
<input type="checkbox"/>	

# YEAR-END ASSESSMENT

Time to take stock of three of your greatest assets:  
**your health, your money, and your time.**  
Consider these questions as you plan to **Restart** your year.



## YOUR HEALTH:

- ☐ Have you had a checkup and recommended screenings (or at least scheduled)?
- ☐ Are you exercising regularly (at all)?
- ☐ Did you get enough sleep (or some)?
- ☐ Is your weight in a healthy range (ish)?
- ☐ How are you managing stress (hahahahahahah)?



## YOUR MONEY:

- ☐ Did you reach your revenue goals?
- ☐ Do you have a handle on expenses?
- ☐ Have you made regular contributions to your retirement savings plan?
- ☐ Do you have emergency cash on hand?
- ☐ Are your estimated taxes on target?



## YOUR TIME:

- ☐ Are you traveling more/less than you planned?
- ☐ What are you doing to make family time a priority?
- ☐ Do you feel overwhelmed regularly?
- ☐ Are you struggling to complete administrative tasks?
- ☐ What proportion of time are you spending on growing your business?

## Financial Outcome:

1. How are you currently allocating commission checks? (enter percentage in each category)

Business: \_\_\_\_\_%    Personal: \_\_\_\_\_%    Taxes: \_\_\_\_\_%    Community: \_\_\_\_\_%

2. Should that change? ☐ Yes ☐ No

3. What is your current outflow? (enter amount in each category)

Business: \$\_\_\_\_\_    Personal: \$\_\_\_\_\_    Taxes: \$\_\_\_\_\_    Community: \$\_\_\_\_\_

4. What is the NET INCOME goal across all 4? \$\_\_\_\_\_

## Schedule:

5. What is your scheduled day off every week?

☐ Monday    ☐ Tuesday    ☐ Wednesday    ☐ Thursday    ☐ Friday    ☐ Saturday    ☐ Sunday

6. What time of the day do you have downtime? \_\_\_\_\_

7. When do you have your vacation scheduled? \_\_\_\_\_

## Your People:

8. Who are the most important people in your life?

\_\_\_\_\_

9. How many times per month will you reach out to them? \_\_\_\_\_ # of times

## Fitness/Health:

10. Are you currently on any regimen to take care of YOU? ☐ Yes ☐ No

11. What needs to change? \_\_\_\_\_  
\_\_\_\_\_

12. Who is going to be your accountability partner in this endeavor? \_\_\_\_\_

## Education:

13. What do you need help with?

☐ Investors    ☐ Listings    ☐ Buyers    ☐ Systems    ☐ Team Building    ☐ Marketing    ☐ Niche    ☐ Video

14. What is your budget for educational conferences and classes? \$\_\_\_\_\_

## Spiritual:

15. Do you have a gap to fill here? ☐ Yes ☐ No

16. What needs to change in your life to open you up to something bigger?

\_\_\_\_\_

## GiveBack:

17. What nonprofit/community activity MEANS something to you right now? \_\_\_\_\_

18. What are you going to do for them in the next 12 months?

\_\_\_\_\_

# PROJECT GOALS

<b>Project Title</b>			
<b>Start Date</b>		<b>Completion Goal</b>	

<b>PURPOSE</b> WHAT is the GOAL?	✓	WHAT does SUCCESS look like?
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	

<b>IMPORTANCE</b> WHY will this make a DIFFERENCE?	✓	WHAT does SUCCESS look like?
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	

<b>OUTCOME</b> HOW does the COMPLETION look?	✓	WHAT does SUCCESS look like?
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	
	<input type="checkbox"/>	

<b>Worst Result</b> <i>What if you Don't take Action?</i>	
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<b>Best Result</b> <i>What if you Do take Action?</i>	
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### Crazy Sh\*t In Real Estate PODCAST:

[www.crazyshitinrealestate.com](https://www.crazyshitinrealestate.com)

[podcasts.apple.com/us/podcast/crazy-sh-t-in-real-estate-with-leigh-brown](https://podcasts.apple.com/us/podcast/crazy-sh-t-in-real-estate-with-leigh-brown)

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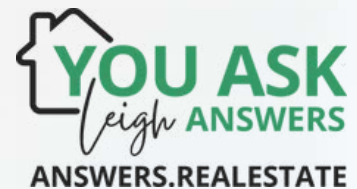
<https://podcasts.apple.com/us/podcast/real-estate-from-the-rooftops/id1537988927>

### WEBSITES:

[www.LeighBrown.com](https://www.LeighBrown.com) | [www.LeighBrownUniversity.com](https://www.LeighBrownUniversity.com) | [www.SpeakWithLeigh.com](https://www.SpeakWithLeigh.com)



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# HOW TO DOMINATE *-any-* RECESSION

WIN & WIN BIG ... OR VANISH LIKE 25% OF THE INDUSTRY



Leigh Brown

## IN FIVE MODULES, YOU'RE GETTING



The Method to become the **Preferred Realtor** in Your Market



**Resources** to put your clients in the **Best Possible Scenario**



**Scripts** to Deliver a Compelling Presentation



Actionable **Steps to Unlock Growth**



What the top 5% do to **DOMINATE** the Market

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- How to become the preferred Realtor® in your marketplace
- How to identify where the gaps in the market that need a professional Realtor®'s guidance
- How to have buyers and sellers actively come to find YOU
- Scripts that allow you to win listings and help buyers move forward

"My business took a clear hit in the current economic downturn. A friend of mine recommended that I explore what Leigh has to offer. And I was NOT disappointed! Within the course, she offers a straight-up, no nonsense approach to surviving economic hiccups as a real estate agent. Most importantly, she shares a practical roadmap to building a thriving business".

Andreea M.



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**DominateThisRecession.com**

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LeighBrownUniversity.com



Leigh Brown, REALTOR®, CEO, best-selling author, coach, and speaker

## OFFERS THE MOST IN-DEPTH ONLINE REAL ESTATE CURRICULUM

*What do you want your career to look like? Knowing how we want our careers to grow is the easy part. Knowing how to take steps in the right direction is harder.*

Leigh Brown University is a leap in the right direction. I've looked back at my career spent in this business, all the truths that I've learned, and designed a program to help others learn about what being successful in real estate looks like from the inside.

It's time to hit the books! With over twenty years' experience in real estate, I've put in the work to earn a spot in the top 3% of REALTORS® in the country. This course isn't designed to be a "quick fix" to sales; you can only be truly successful if you're willing to put in the work.

*Leigh Brown*

f/📺 leighbrownspeaker  
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