

JUMPSTART SERIES VIDEO ONE

# MINDSET

Mindset is an essential component for your success in whatever you do in life including building your real estate career. Mindset is an established set of attitudes held by a person. Understanding mindset requires that you first become aware of how your thoughts and attitude impact your behaviors and results.

## SELF-CONCEPT

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Self-concept is what you believe and tell yourself about yourself. Self-concept is shaped by experience and the influence others have had upon you. Acknowledging and understanding your self-concept is the first step in how you feel about yourself and improving your behavior. Recognize and process the “shocks” that have occurred in your life that have created your self-concept and change them.

## BEHAVIOR

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In order to have better behavior you have to understand the thoughts, attitude and feelings that are generating the behavior. By improving your self-concept and self-esteem, you move away from poor, ineffective and destructive behavior and move towards positive, optimistic and constructive behavior. Your mindset and behavior is a direct result of your self-concept.

## RESULTS

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The results that you achieve are directly connected to a positive self-concept and improved behavior that will ultimately create the results that you desire. People tend to focus first on the results (a better house, job or relationship) instead of starting by focusing on themselves and their self-concept.

be

do

have