

Change Starts With You

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We all have things we wish others would change to fit what we want from them in our personal and business relationships. Have you ever thought, or said, "If only he/she would just do 'X'", or "I wish my client would just do what I need them to do so I can close this loan." Sometimes this thought process causes us to talk down to others saying things like, "I'm just being honest" or "Just keeping it real." We often look to others to conform to what we want, rather than the other way around, and usually without thinking about how that may make them feel.

This week's suggestion is, rather than focusing on what others should do to suit us, consider what we can do to suit them and to make them feel valued. People want to do things for people they like and trust, and everyone wants to feel appreciated. But for some reason most of us don't give appreciation until we get it first. We want it before we give it. If that is the case, where does it start?

Let it start with you! Each call you make or message you leave, start by sharing why you are grateful for that person. You will find that all you wish for will come to you, simply by starting with gratitude and appreciation. In doing this, you will get more appointments, more people wanting to talk to you, and ultimately stronger relationships. In the book *How to Win Friends and Influence People*, there is a great quote that speaks directly to this approach, "You attract more bees with honey". This week, spread on the honey and watch how quickly you attract more positivity and success!

Upcoming Events

Find the Event closest to you and join us for some amazing information to increase your sales and to just meet some new people.

ONTARIO CA - Thursday, May 22, 2018

The Community Realtor - Lunch And Learn

South Pacific Financial Corp

11:30AM - 1:30PM

3257 E. Guasti Road, Suite 320

Ontario, CA

For more info, call: (909) 476-4182

Call us today to book Dan at your next event of office meeting.

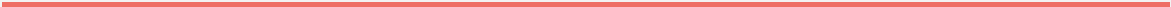
(714) 928-1898

"Shake It Up! Big Dreams and Bold Choices On The Road To Success" is available at

ManginelliGroup.com. Shake It Up is short, easy to read chapters to help you in everyday life and business to stay on the road to success.

"Dan is an AMAZING coach, author and speaker. He has spoken at many of my 'lunch and learn' events, and he is beyond inspiring. People can really relate to Dan on many different levels. Dan personally inspires me to do my very best at everything I do in life."

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