

will be better opportunities to come along later, but I do know there are some great opportunities out there right now.”

Agents at Avanti Way Realty are also prepared to deal with savvy international clients, as well as local buyers looking for good opportunities in real estate, says Enrique Teran, co-founder of Avanti Way. The company’s unique culture embraces a cutting-edge approach to online agent business solutions, on-demand support systems, continuing educational programs and cost effective marketing initiatives and will continue to ensure a successful 2008 for Teran’s agents.

In addition, Thursdays at Avanti Way bring a meeting of the minds during the company’s weekly gathering, where the team meets for a continuing education session with discussions about the changes in today’s industry. They also find ways to deliver accurate solutions to help their agents adapt and increase their knowledge and grow professionally, keeping them ahead of the game. The success of these sessions lies in providing multi-angle group discussions where the team shares ideas in a collaborative and dynamic environment, says Teran.

Though agents are encouraged to keep a fast pace regardless of what media reports say is happening with the market, when downtime does occur, they can take advantage of Avanti workshops that teach them how to identify and analyze good deals in the predominantly buyers market we’re currently experiencing. Avanti also encourages agents to tap the currently hot rental market, which helps them stay active and generate constant income. But the biggest boost Avanti has provided to help make agents successful in 2008 is the company’s cutting edge technology.

AVEX, Avanti Way’s proprietary Web based application, serves as a complete real estate office solution that includes a wealth of tools such as an online university, voiceover IP phone solutions, e-faxing, online deposit platforms, lead management, listing management, transaction management, contact management, marketing tools and much more, all at the agents’ fingertips and in one centralized place, maximizing the efficiency of agents at unprecedented levels, shares Teran.

The platform guides agents through the deliverables required as part of each transaction, centralizes all of their contracts and other needed documentation and constantly reminds them of upcoming due dates. Furthermore, the system prompts agents on missing information and provides them with user-friendly tools that include mortgage calculators, a listing presentations wizard and investment analysis worksheets.

“It serves as a personal assistant that it is

# TOP 10 WAYS TO ENSURE NEW YEARS’ RESOLUTION SUCCESS

BY AMY AHLERS AND MELISSA MCFARLANE

Did you know that fewer than 10 percent of people who set New Years’ resolutions actually achieve them? How can you ensure YOUR success? Try using the Top 10 Tips below.

**1. Write them down.** It’s a fact: writing down your goals gives you a higher chance of success.

**2. Commit.** Move beyond the land of “good ideas” to the land of true “commitment.” Make the decision that you will show up for your goals. Perhaps you can do a ritual or ceremony to symbolize your commitment.

**3. Tell people.** Let your biggest fans in on your new commitments and goals for the year.

**4. Get accountability.** Even better than just letting others in on your “secret” dreams and goals-get some accountability. Meet for lunch once a month with a group that will ask you, “So, how’s it going with your goal?” Hire a coach, talk to your best friend or partner; get some support!

**5. Make a plan.** Ensure success with a step-by-step plan. Electric Kites Success Coaching loves to work backwards by starting with the end vision of where you want to be and working backwards to where you are today. You’ll find an easy action plan to make your goals a reality.

**6. Do a goal check-in.** Before you decide on what you’ll take on for the year, make certain you can answer, “Yes!” to the following questions: “Am I the primary reason for setting this goal (vs. your mom, boyfriend, wife, boss, society)? Do I feel alive and energized by this goal? Is this goal in line with my life purpose or mission?”

**7. Get real!** If you’re contemplating putting a goal down that you always put down and never achieve, take a second look. How will this goal end differently this year? Is this goal something you need to let go of? What purpose is it serving you each year? What is the reason that will truly make you commit?

**8. Focus with reminders.** Once you’ve got your goals and plan in place, figure out ways to remind yourself. Some of our clients post their goals on their bathroom mirror or in their car. Others put reminders in their Blackberry or cell phones — figure out what works for you.

**9. Believe and visualize.** Have you heard the story about the group of basketball players who spent one hour visualizing making baskets, while another group spent the time practicing? The visualizing players had better seasons! So visualize yourself on New Year’s Eve 2009 with all of your goals achieved. What would that look like? How would it feel?

**10. Treat yourself to The Electric Kites ReCHARGE process!** All of the above steps (and more) are outlined in depth at the Electric Kites ReCHARGE Workshop and in The ReCHARGE eWorkbook available online at [www.ElectricKites.com/products](http://www.ElectricKites.com/products). Contact Electric Kites to get a complimentary phone consultation that will help you set and achieve your goals for the year!

May 2008 be the year that your goals and dreams reach full flight!

AMY AHLERS, CPCC AND MELISSA MCFARLANE, CPCC ARE CERTIFIED INTERNATIONAL COACHES AND THE CO-FOUNDERS OF ELECTRIC KITES SUCCESS COACHING, OFFERING MORE ENERGY, MORE EASE AND MORE EXCELLENCE TO INDIVIDUALS AND COMPANIES WORLDWIDE. THEY CAN BE REACHED AT [WWW.ELECTRICKITES.COM](http://WWW.ELECTRICKITES.COM), [INFO@ELECTRICKITES.COM](mailto:INFO@ELECTRICKITES.COM) OR BY CALLING 1.800.966.2FLY.