

When Service Meets Self



President, Rose & Womble Realty Co

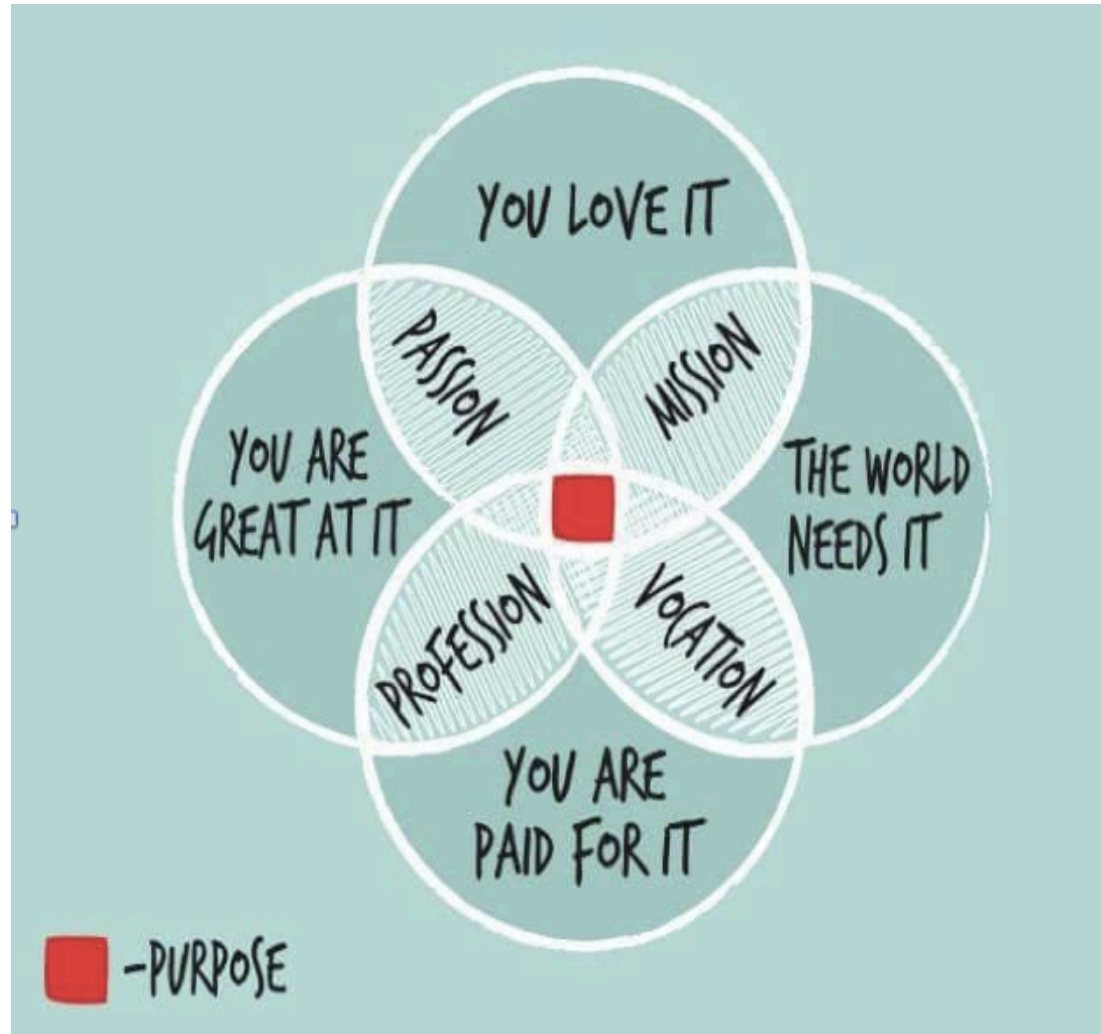
Your Speaker's Past

- ▶ Graduate of US Naval Academy 1975
- ▶ Navy Flyer P3C Antisubmarine Warfare
- ▶ Instructor USNA - celestial navigation, air navigation, seamanship and tactics, leadership, military law.
- ▶ Rose and Krueth Realty - New Homes Sales Division
- ▶ New Homes Trainer
- ▶ 1987 NAHB Sales Manager of Year
- ▶ 1998 National Trainer and Motivational speaker
- ▶ 1998 Builder Marketing Society Member of Year
- ▶ 1998 President of New Homes Division of Rose and Womble
- ▶ 2001 Builder Marketing Society Company of the Year
- ▶ 2009 NAHB Legend of Residential Marketing
- ▶ 2018 COO of Rose and Womble Realty

The Speaker's Favorite Accomplishments

- ▶ Teacher of Sunday School for now 47 years over 2500 lessons
- ▶ Founder of Rose and Womble Foundation 27 years ago. Have feed over 135,000 people with Turkey Brigade and continues
- ▶ Help Built churches, medical clinics around world
- ▶ National Speaker (all for Foundation work) for 25 years spoken to over 300,000 people raised over \$500,000
- ▶ Married to Wife Suzanne for 45 years
- ▶ Father of 2 Children- Ryan 43 (builder) and Julia 39 (marketing)
- ▶ Grandfather of 6, Isabelle, Maddon, Carter, Kieran, Libby, Asher

Learning to Live with Purpose



Michael Jr. Lesson on Purpose



Learning to Live your Purpose

- ▶ Most of us know WHAT we are doing.
- ▶ But, Do you Know WHY you are doing what you do?
- ▶ Until you know your Why our What Lacks the Power to drive purpose.

Be Careful of Your Perspective

- ▶ We've all heard that "our perspective is our reality."
- ▶ However, your perspective may not be true reality.



The picture is real. It is **NOT photo shopped**. It is a real rock with real land and real trees. From your perspective is this possible?

Real Truth



Finding True Reality

- ▶ The only way to gain TRUE perspective is you have to move. **You have to move around. Think about golf**
- ▶ The problem is almost always that it requires us to move **out of our comfort zone! Example Diet**

Success Formula

$$E + R = O$$

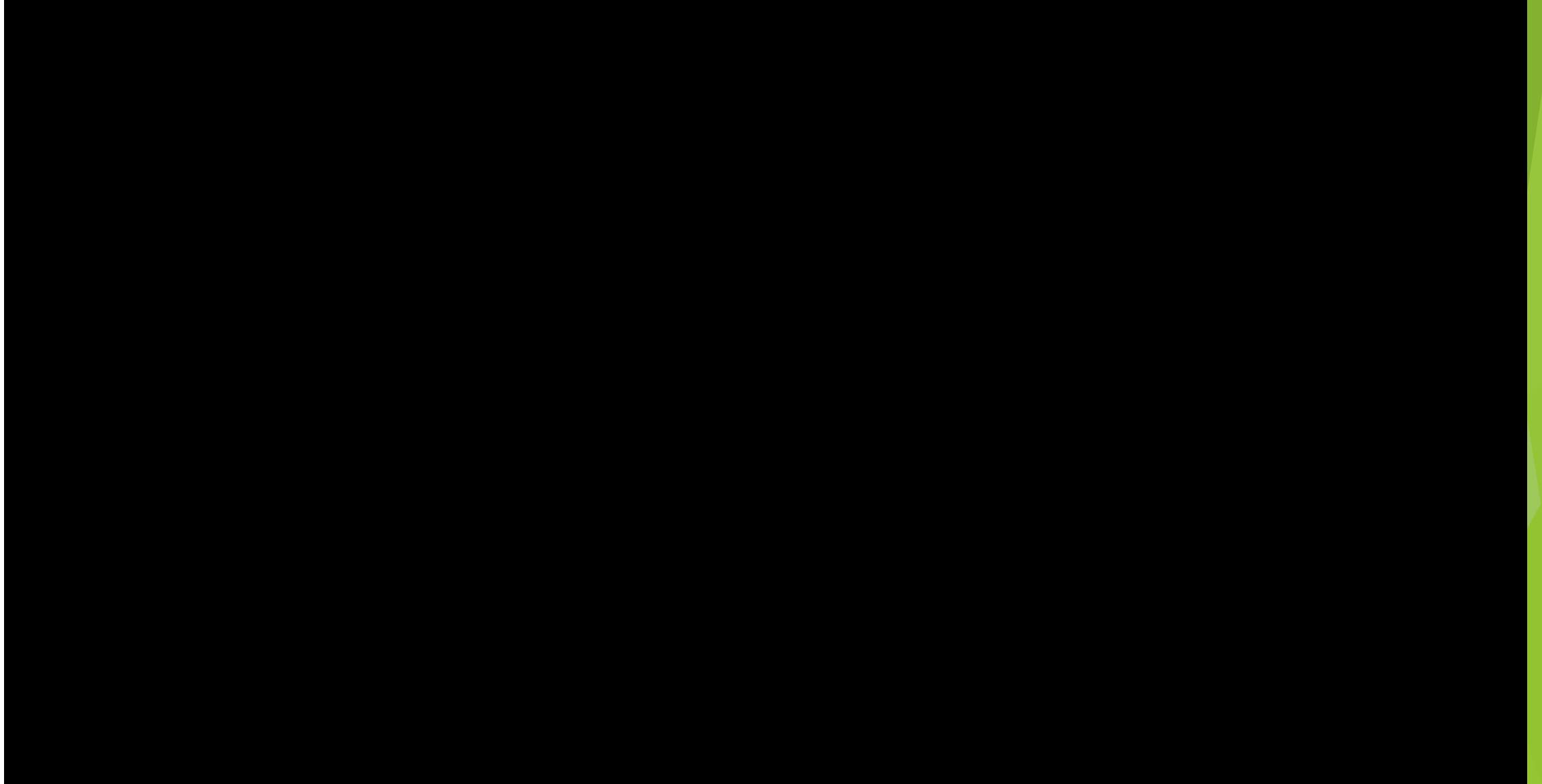
Event + Response = Outcome

- ▶ You Basically have two choices in life:
- ▶ Blame the **Event or Circumstance.**
- ▶ Change your **Response.**

- ▶ *“Everything you experience today is the result of choices you have made in the past.”* Jack Canfield

- ▶ Great Book: The Success Principles by Jack Canfield
creator of Chicken Soup for the Soul

Kodi Lee Video



Eliminating Limiting Governors in Your life



Eliminating Limiting Governors

- ▶ What are the limiting governors in your life? _____
- ▶ Name something if you let go of you know you would improve your life. _____
- ▶ What's stopping you from moving ahead?
- ▶ Understand Fear and Desire.
- ▶ When Fear is **Greater** than desire you **cannot move forward**.
- ▶ When Desire is **Greater** than fear **there is forward motion**.

Lessons Learned from Service



The Benefits to the Server

- ▶ Let's Go Back to the Beginning:
- ▶ Dad said: "Lean to invest in others and they will always take care of you."
- ▶ The Bible says: "*Do unto others as you want them to do unto you.*"
- ▶ Mike Staver says: "*Don't treat them as you want to be treated, treat them as they want to be treated.*"
- ▶ Zig said: "*You can get everything in life you want if you will just help enough other people get what they want.*"
- ▶ 36 years ago I came and we had 25 agents and two offices.
- ▶ Today we have 800 people and own 11 different companies: real estate, mortgage, title insurance, Land Planning Company, engineering, architectural, OSC, marketing company, development company Property management company and operate 15 LLC.