

A white private jet is parked on a tarmac under a blue sky with light clouds. The aircraft is viewed from a low angle, showing its wings, engines, and tail. The text is overlaid on the upper portion of the image.

The Highway Seminar

Purpose, Goals, Priorities

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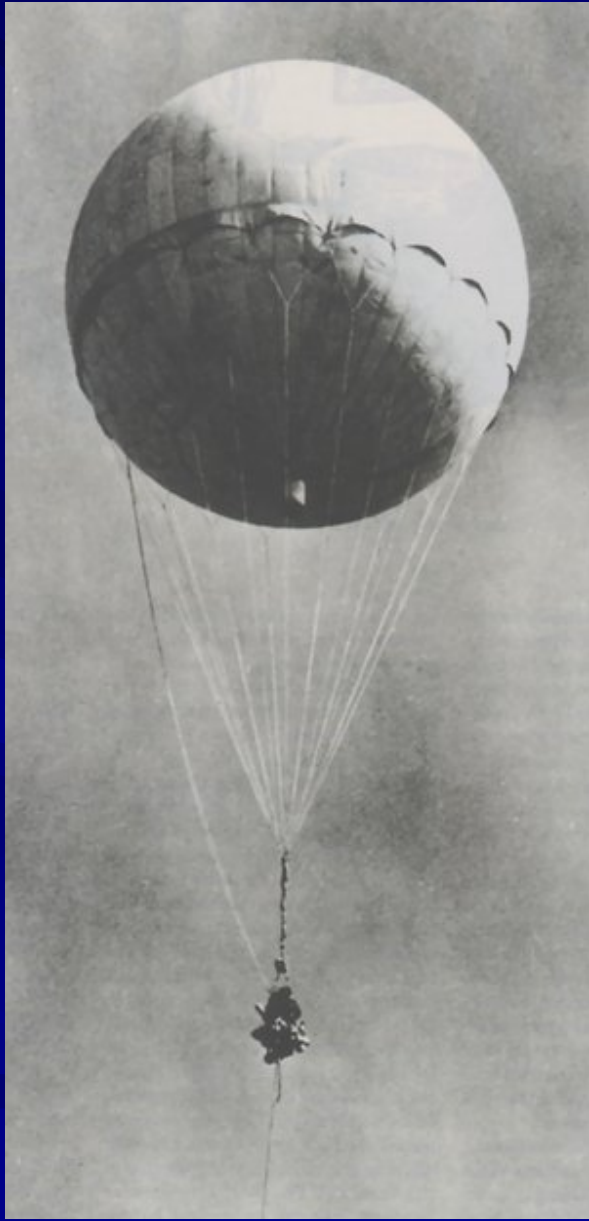
The Highway

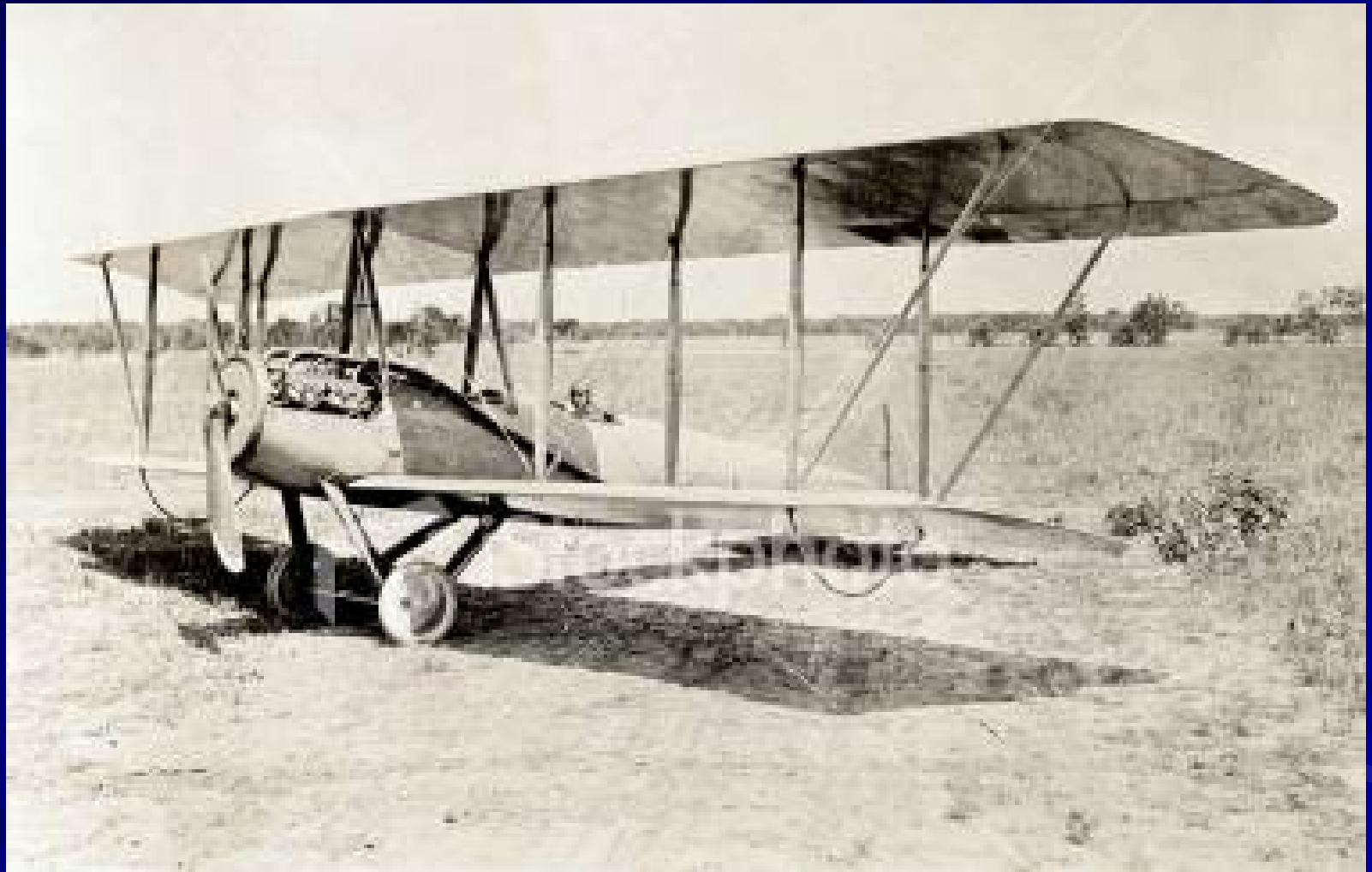














Purpose, Goals, Priorities

All great revelation comes from great questions.

Who, What, Why, Where, When & How ?

- 1) Purpose – Why?
- 2) Goals/Destiny – Where, How ?
- 3) Priorities – Who, What, When ?

Purpose, Goals, Priorities

Happy, Healthy and Prosperous

The Pursuit of Happiness –

Performing the function we were designed to perform in an excellent fashion to achieve the results that we set out to accomplish

& to Perpetuate, Share and Give Away

“Learn it, Do it, Teach it”

Purpose, Goals, Priorities

Seeking The Abundant, Fulfilled
Life !

1) Spirit

2) Mind

3) Body

Free and Clear

Living Triangle

- 1) Spirit
- 2) Mind
- 3) Body

Food, Exercise, Rest

The “WHY” (Purpose / Vision / Passion)

PURPOSE: *To Put Forth*

Pur – Pose / Pure Position

Predetermined goal *decided upon prior to beginning the project or journey*

Guiding blueprint *for the accomplishment of the goal through time*

Benchmark *for the completion & realization of the goal*

The “WHY” (Purpose / Vision / Passion)

Vision – To See

Ultimate objective seen ahead of time.

Before a journey can be completed the destination must be “seen” in ahead of time.

Purpose/Vision shows the completed results from out of the un-manifested into the manifested.

Before and idea can become reality it must be “seen” in the mind of the manufacturer/ the creator.

The “WHY”

(Purpose / Vision / Passion)

PASSION: Burning enthusiasm

All great purposes are infused with burning desire - Passion.

Heart felt, gut wrenching, never-quit desire to complete the objective.

The “why” must be strong enough to overcome the struggles along the way.

Without passion the dream will – burn out.

We must “count the COST” & persevere.

Purpose is found in the ??'s

Who am I ?

What is my purpose?

Why am I here?

Where am I going?

When will I end up there?

How will I get there?

These questions?

Spiritual origins with a mental and physical result.

Taking the un-manifested through to the manifested

Ask the manufacturer, the Creator, the designer.

God, Darwin?, D.N.A? – Ask at the source.

Highest Spiritual Reality- Love

Pure Love — Important? Ask someone who does not have much time left.

Greek definitions-

Eros — Physical Love

Philia — Mental Love

Agape — Spiritual Love

The power of choice

Life is a series of choices

Guess What? - We get to choose

What choices we make will determine our destiny – choose wisely

We can change our choices & direction

Time in a day?

**We get to choose what we do with our
time**

We all have the same 24 hours in a day

Why do some succeed and others fail?

**It's what they choose to do with their
time**

Time in a Life

Time is our most precious non-renewable resource

Use it wisely or waste it forever

Can't get it back

What is the best use of my time RIGHT NOW?

As we get older it becomes exponentially more valuable – LIFETIME CHART

Do what you LOVE

The happiest, most fulfilled & successful people are those that do what they love and love what they do. (what do you love to do?)

Living with purpose, powerfully and in control.

Always striving for a balanced & effective life.

“Hit it as hard as you can as long as you stay in balance”

What do you love to do?

Questions lead to light bulbs.

What activities would you do if you only had one year to live?

What would you do if money was not a concern?

What would you do without compensation?

As a youth what did you love to do – what did you imagine yourself doing?

What do you love to do?

Personal life?:

You

Your Family

Your Friends

Your Hobbies

Your Recreation

What do you love to do?

Business Life?:

Your Current Career?

Your Past Jobs / Schooling?

What do you love about your job?

What do others say you are really good at?

What jobs did you dream of as a youth?

What **WOULD** you love to do?

Personal life?:

You

Your Family

Your Friends

Your Hobbies

Your Recreation

What WOULD you love to do?

Business Life?:

Your Current Career?

Your Past Jobs / Schooling?

What do you love about your job?

What do others say you are really good at?

What jobs did you dream of as a youth?

“Good To Great” The Hedgehog Concept

Best at:

Passionate about:

Economic Viability:

Powerful Purpose Exercise Present

I am _____

(Identity / Existence)

Be-cause _____

(Existence / Root Purpose)

So that _____

(Consequently / Result or Effect)

Powerful Purpose Exercise

Future

I am _____

(Identity / Existence)

Be-cause _____

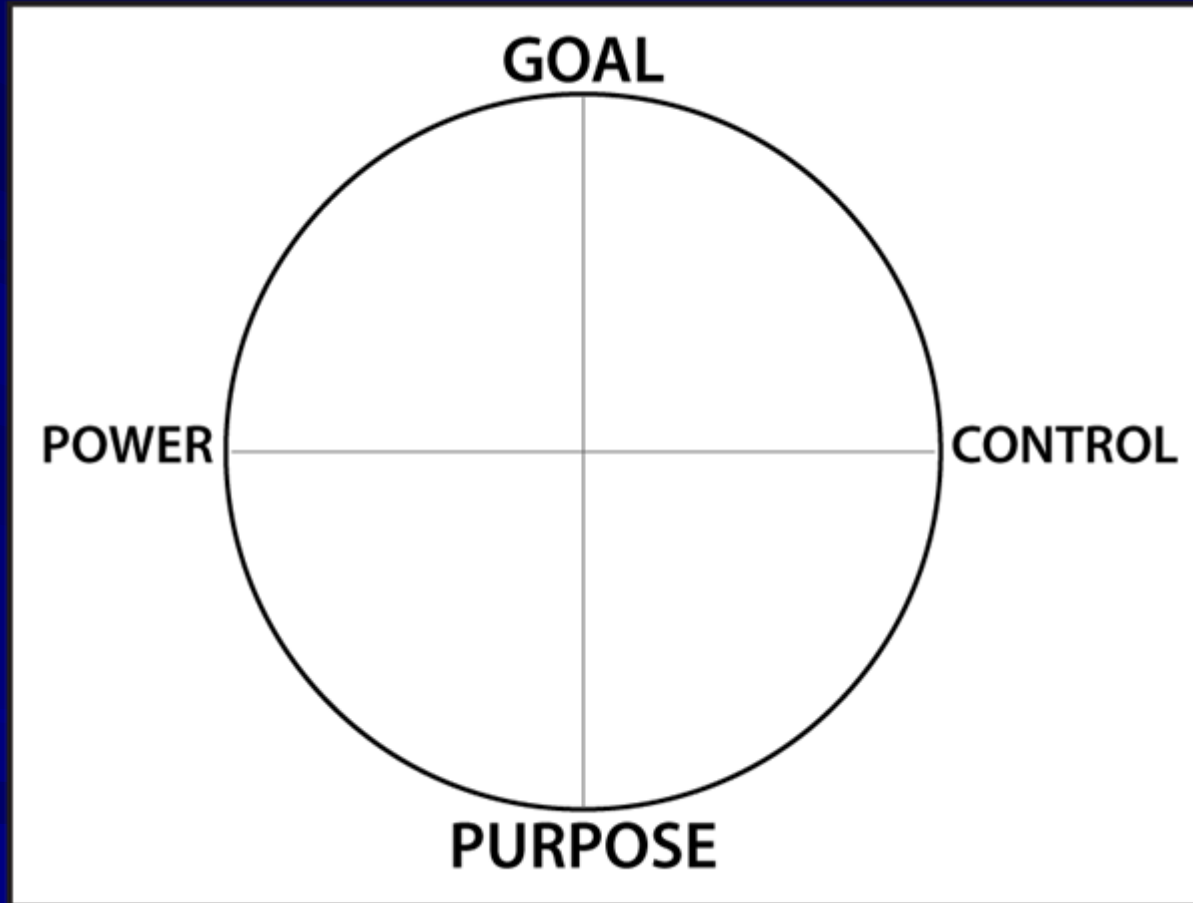
(Existence / Root Purpose)

So that _____

(Consequently / Result or Effect)

The Target

The Destination



The Ability

The Stability

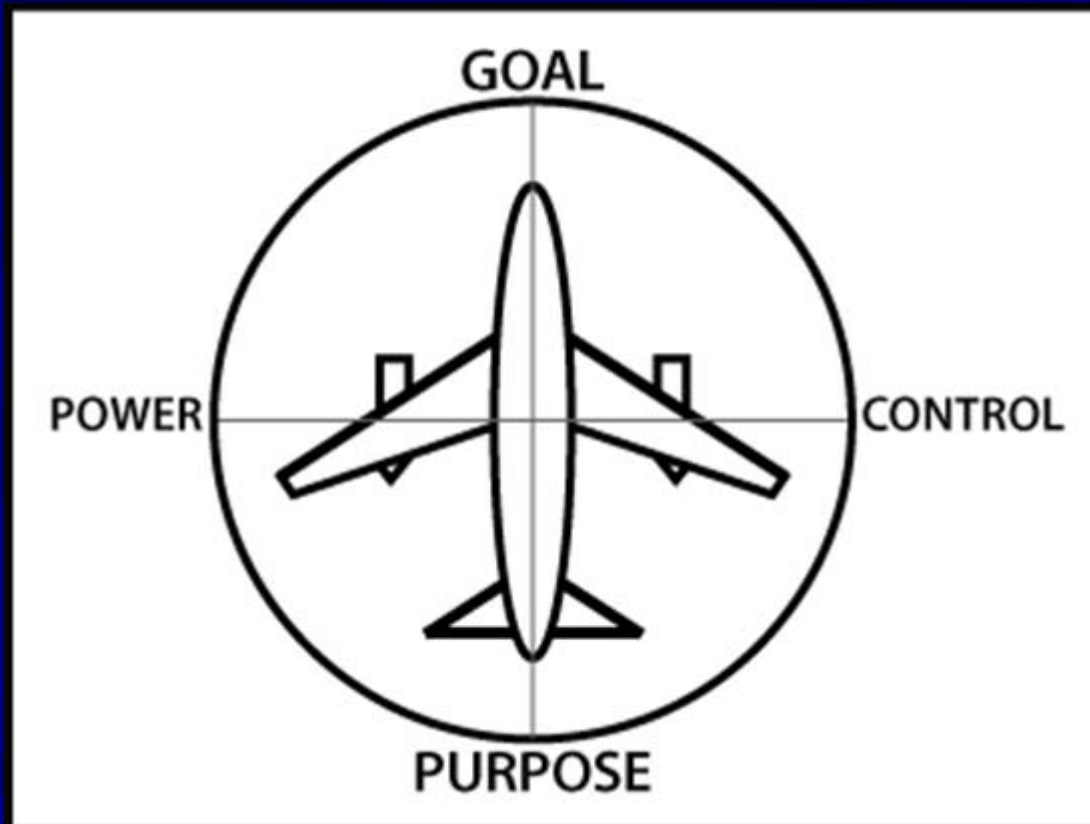
The Reason





THE PLANE

The Destination



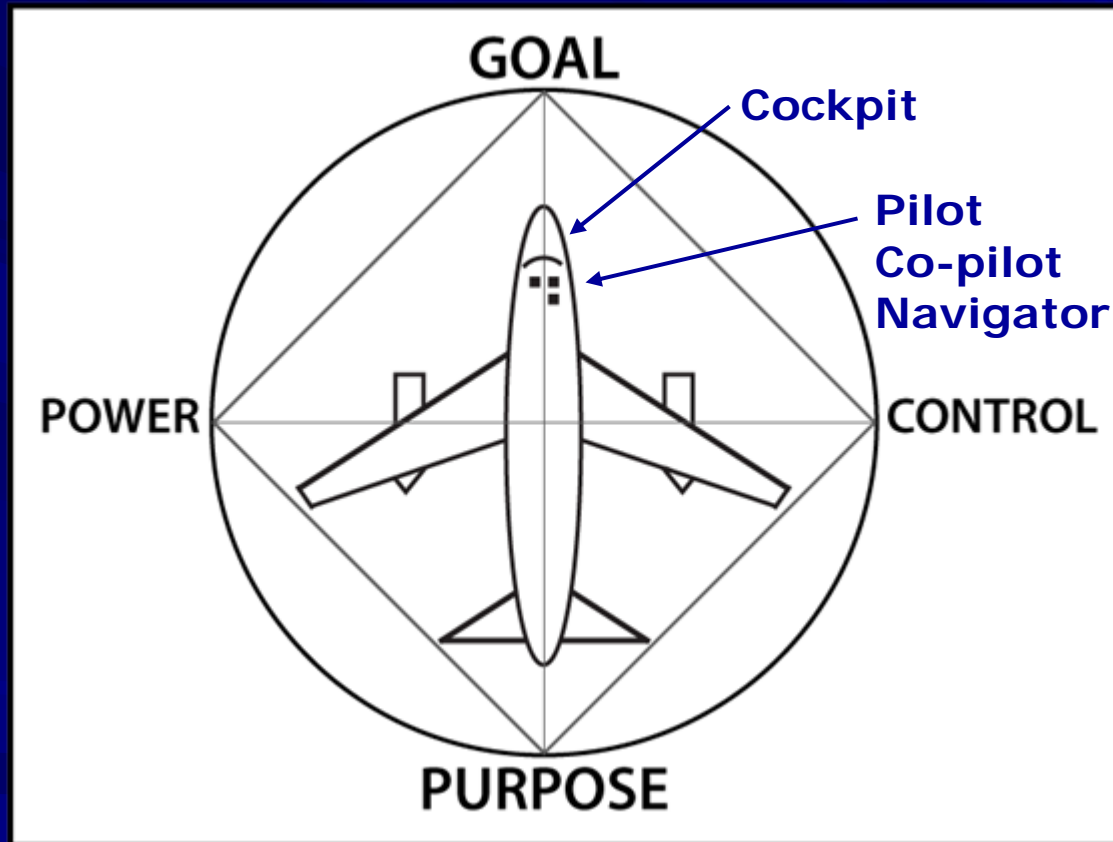
The Ability

The Stability

The Reason

THE PLANE

The Destination



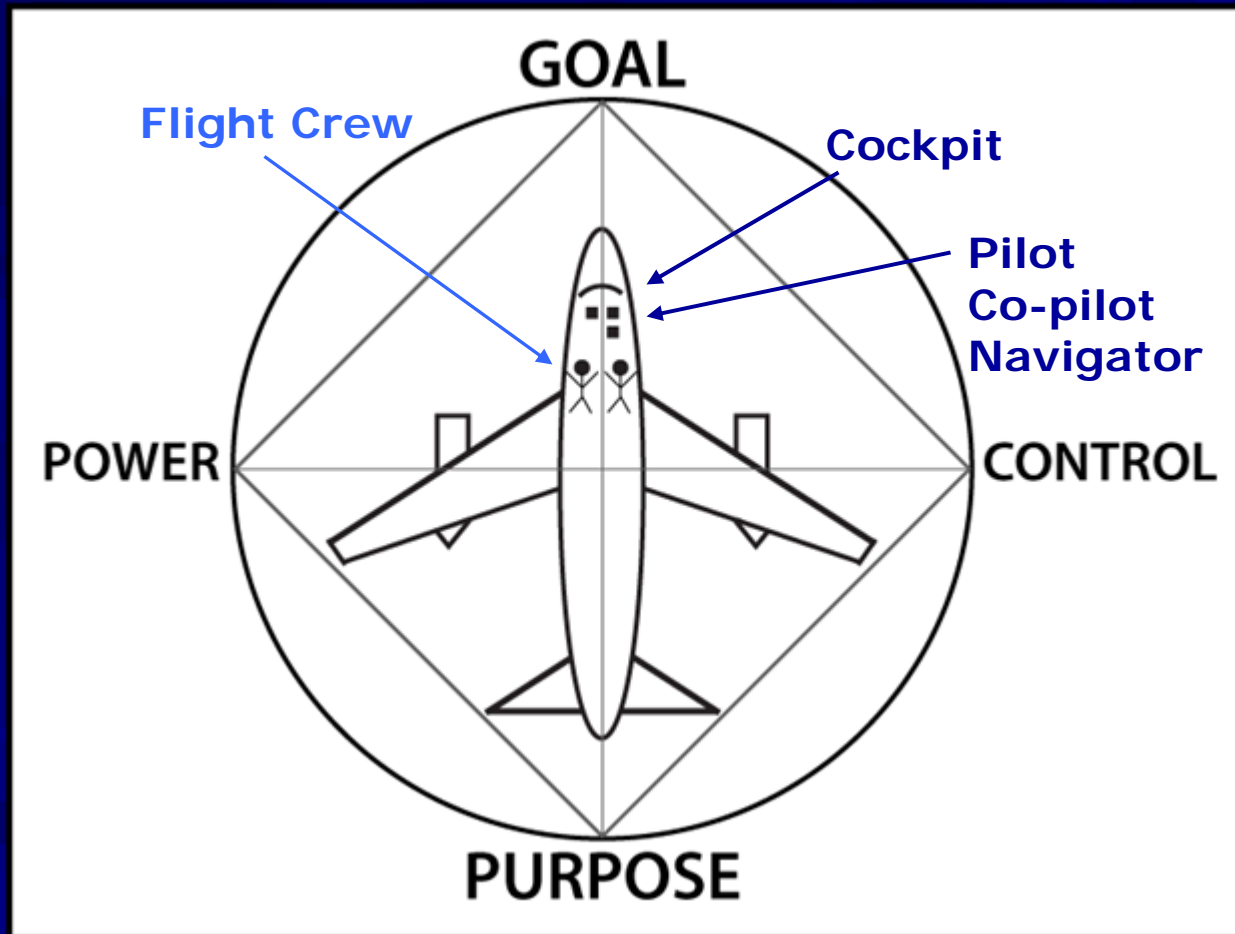
The Ability

The Stability

The Reason

THE PLANE

The Destination



The Ability

The Stability

The Reason

THE PLANE

The Destination

GOAL

Flight Crew

Cockpit

**Pilot
Co-pilot
Navigator**

The Ability

POWER

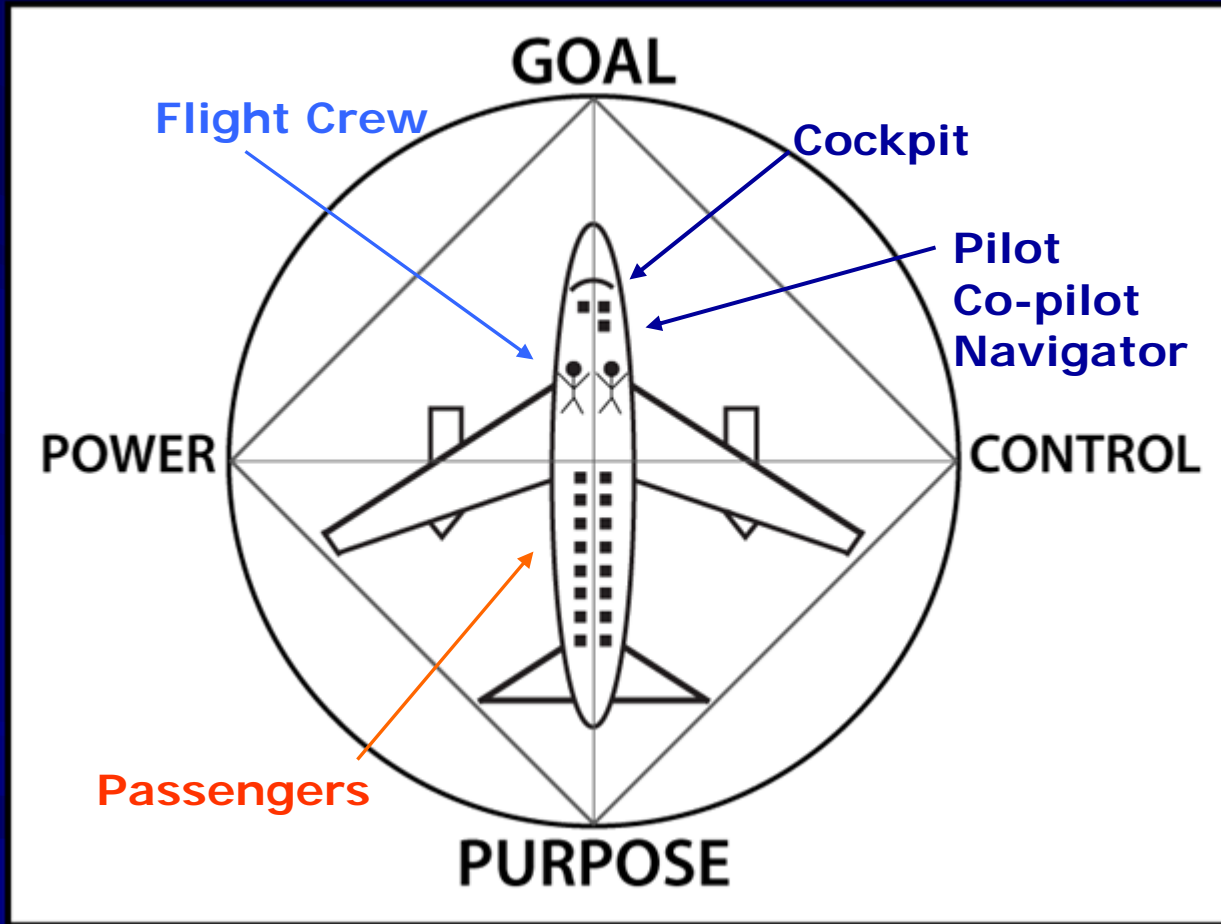
CONTROL

The Stability

Passengers

PURPOSE

The Reason



THE PLANE

The Destination

GOAL

Flight Crew

Cockpit

**Pilot
Co-pilot
Navigator**

The Ability

POWER

CONTROL

The Stability



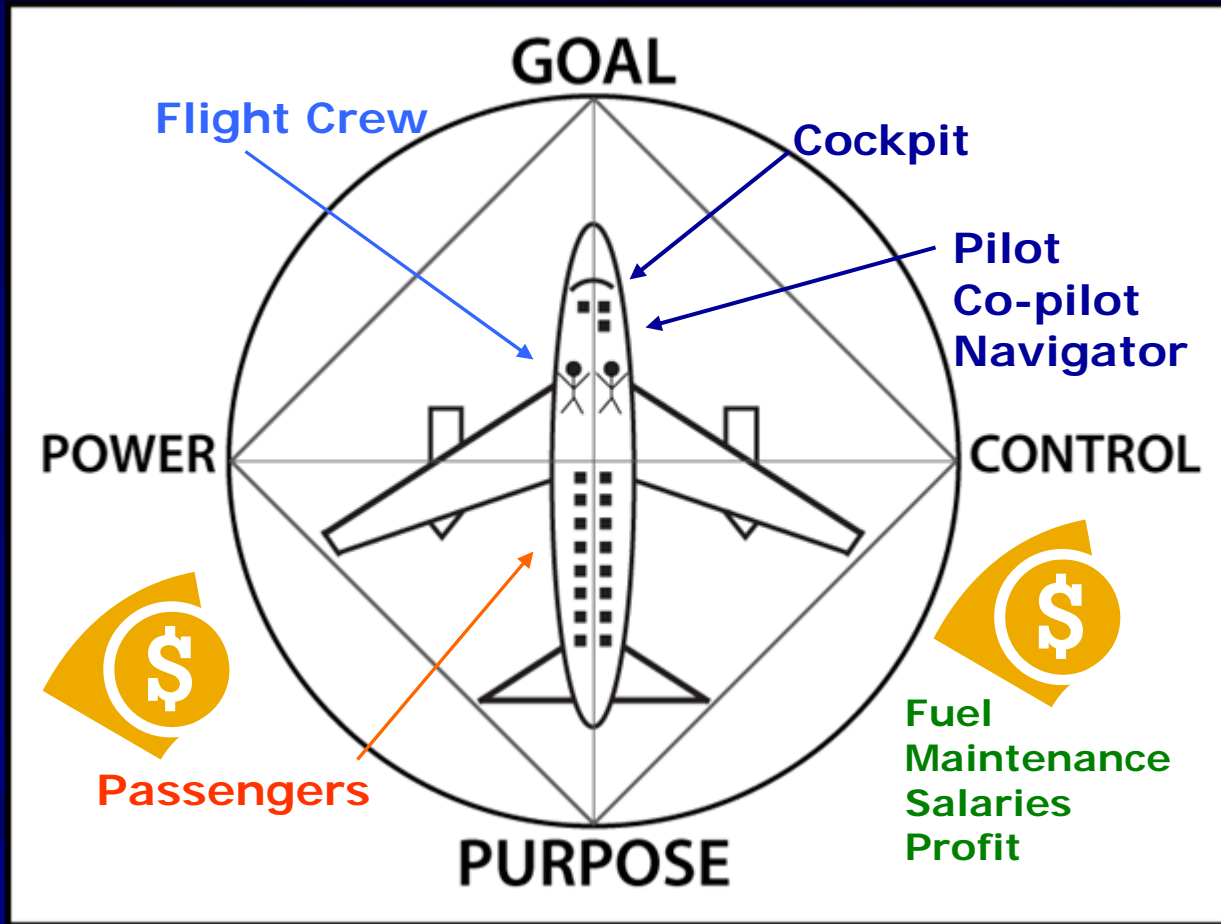
Passengers



**Fuel
Maintenance
Salaries
Profit**

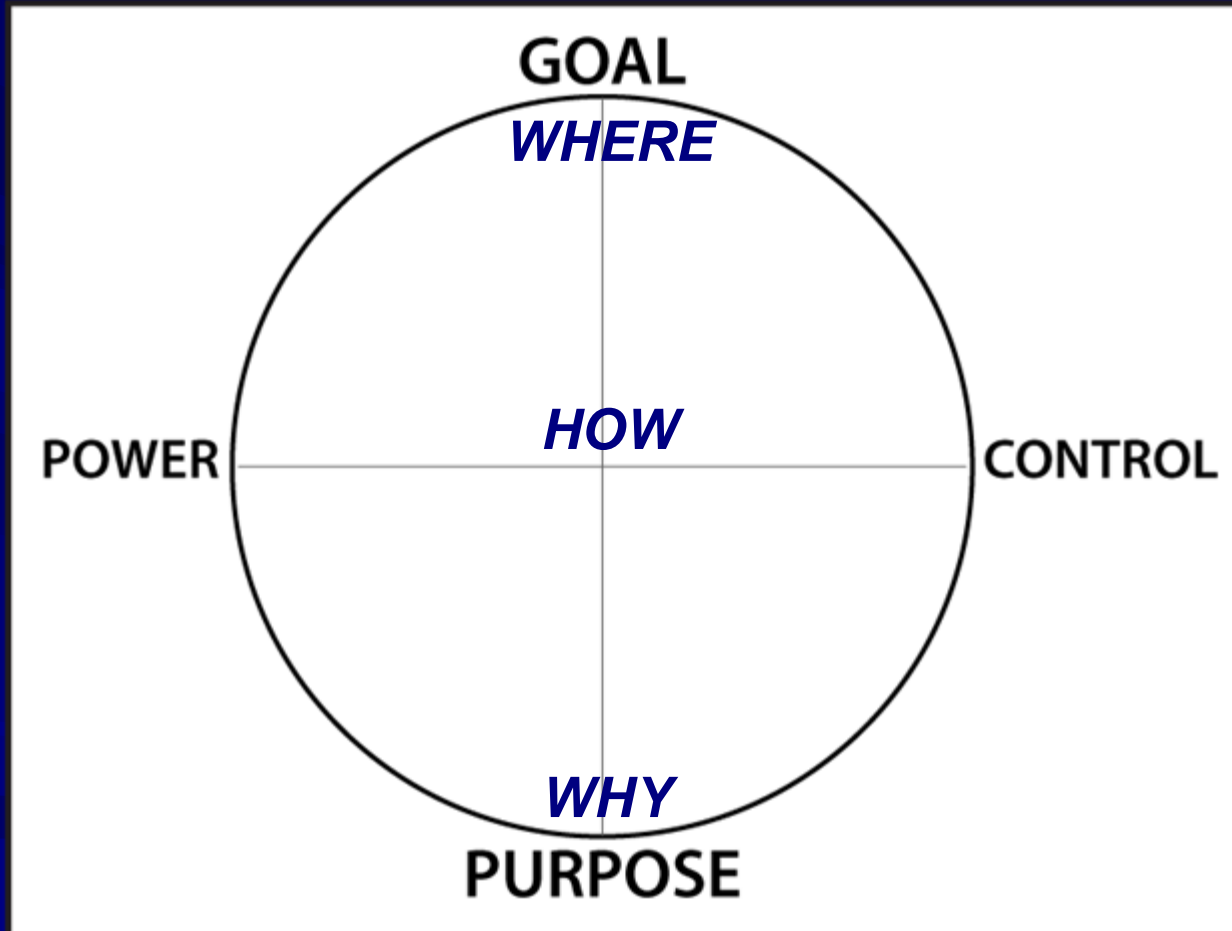
PURPOSE

The Reason



Who, What, Where, Why, When, How ***THE ACTION PLAN***

The Destination



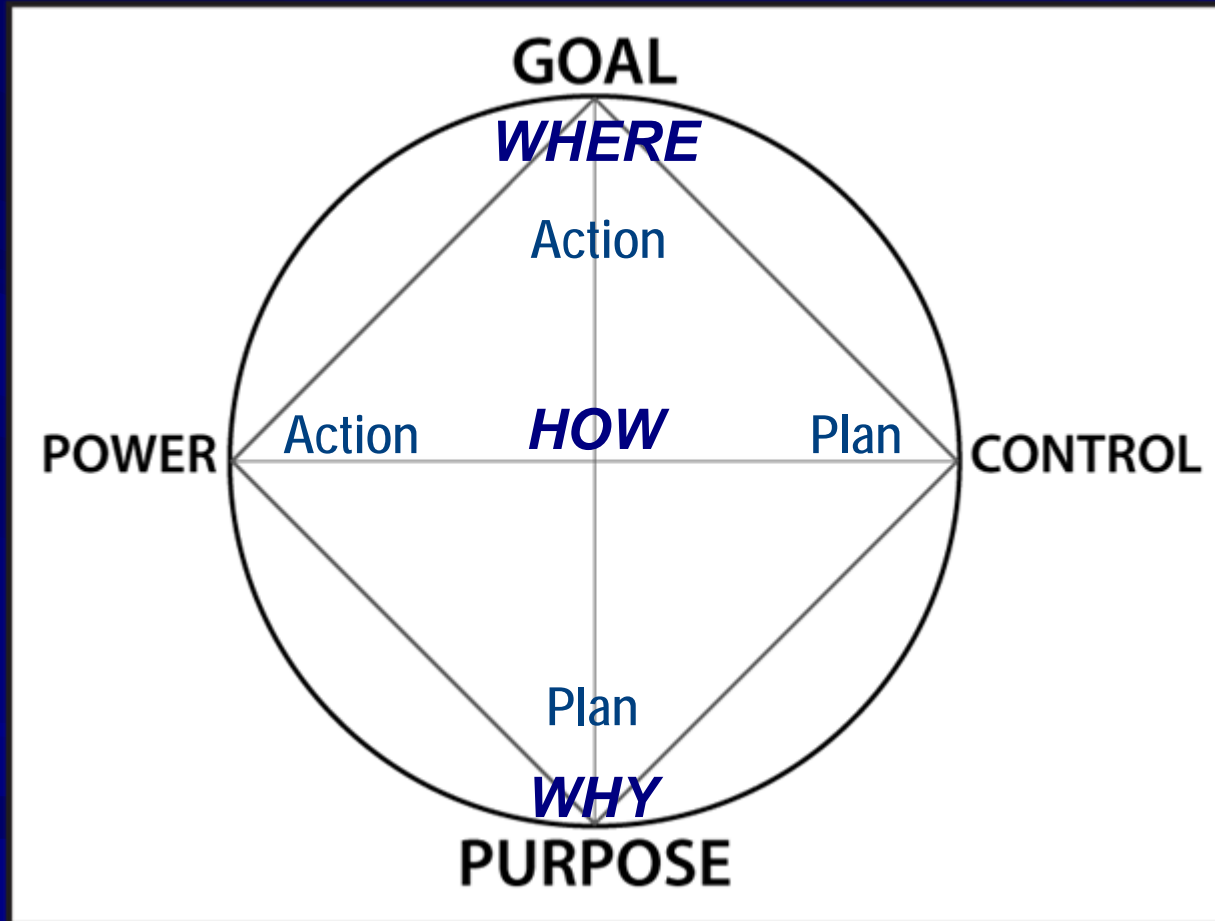
The Ability

The Stability

The Reason

Who, What, Where, Why, When, How ***THE ACTION PLAN***

The Destination



The Reason

Who, What, Where, Why, When, How **THE ACTION PLAN**

The Destination



The Ability

The Stability

The Reason

Who, What, Where, Why, When, How **THE ACTION PLAN**

The Destination

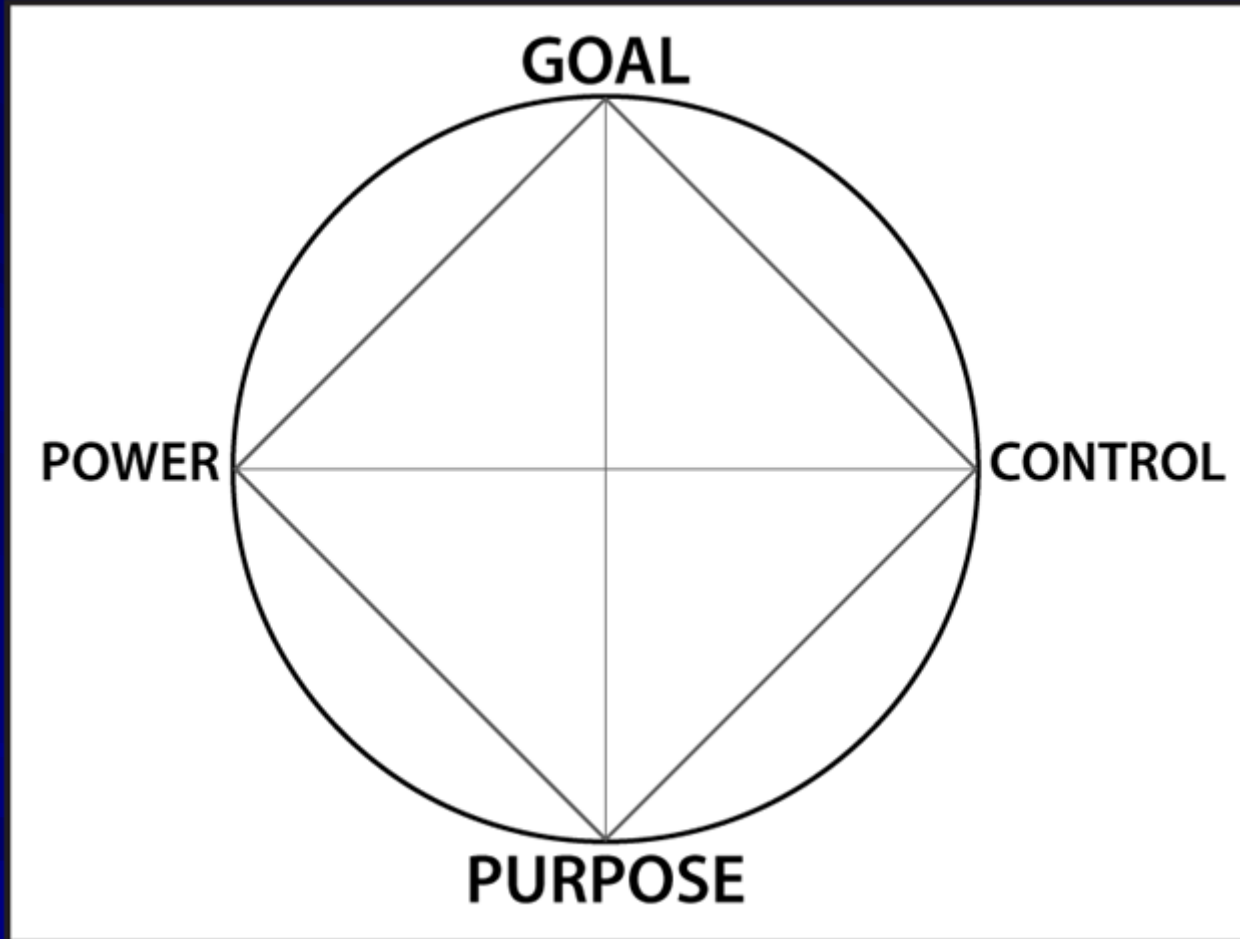
The Ability



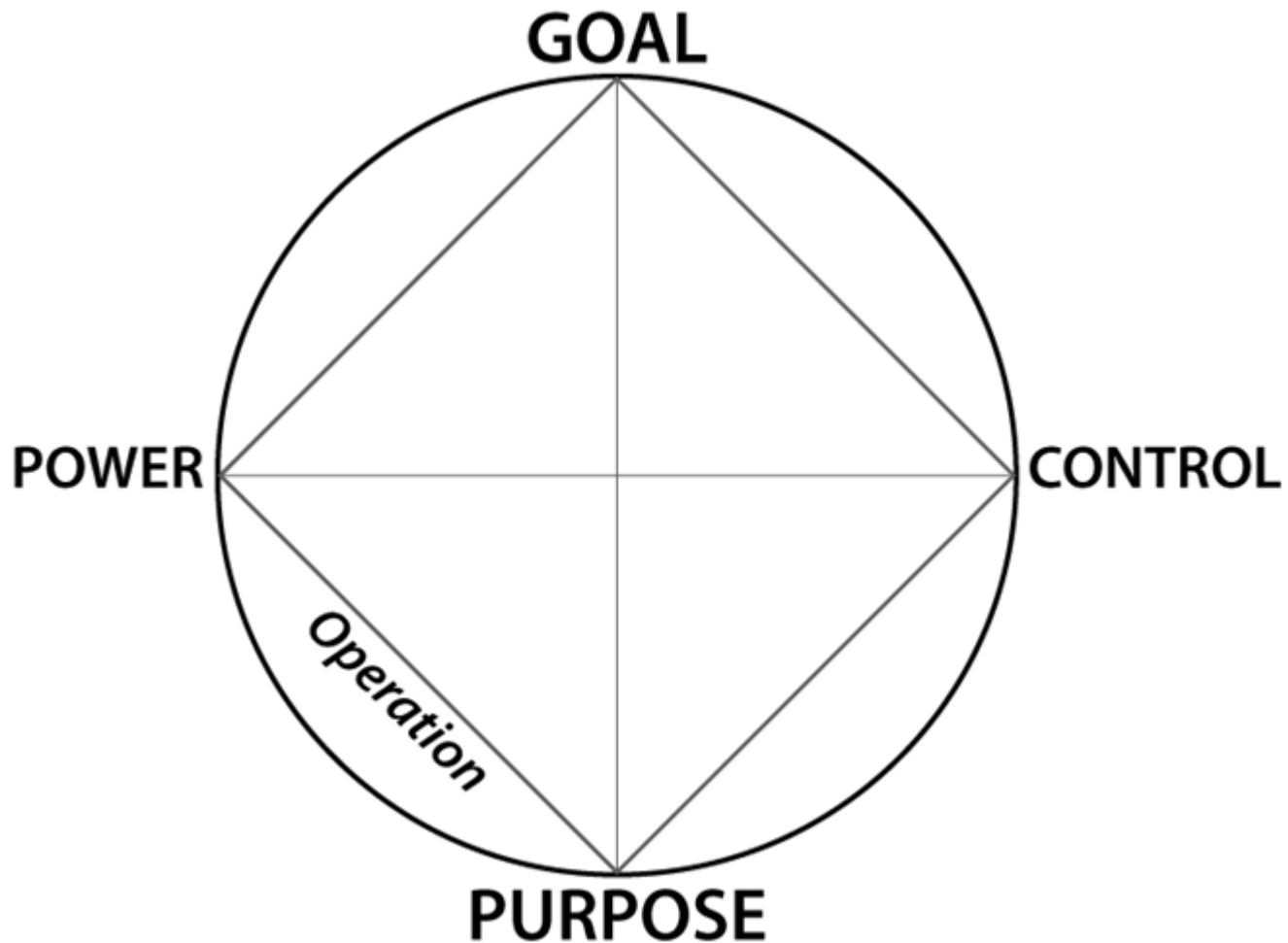
The Stability

The Reason

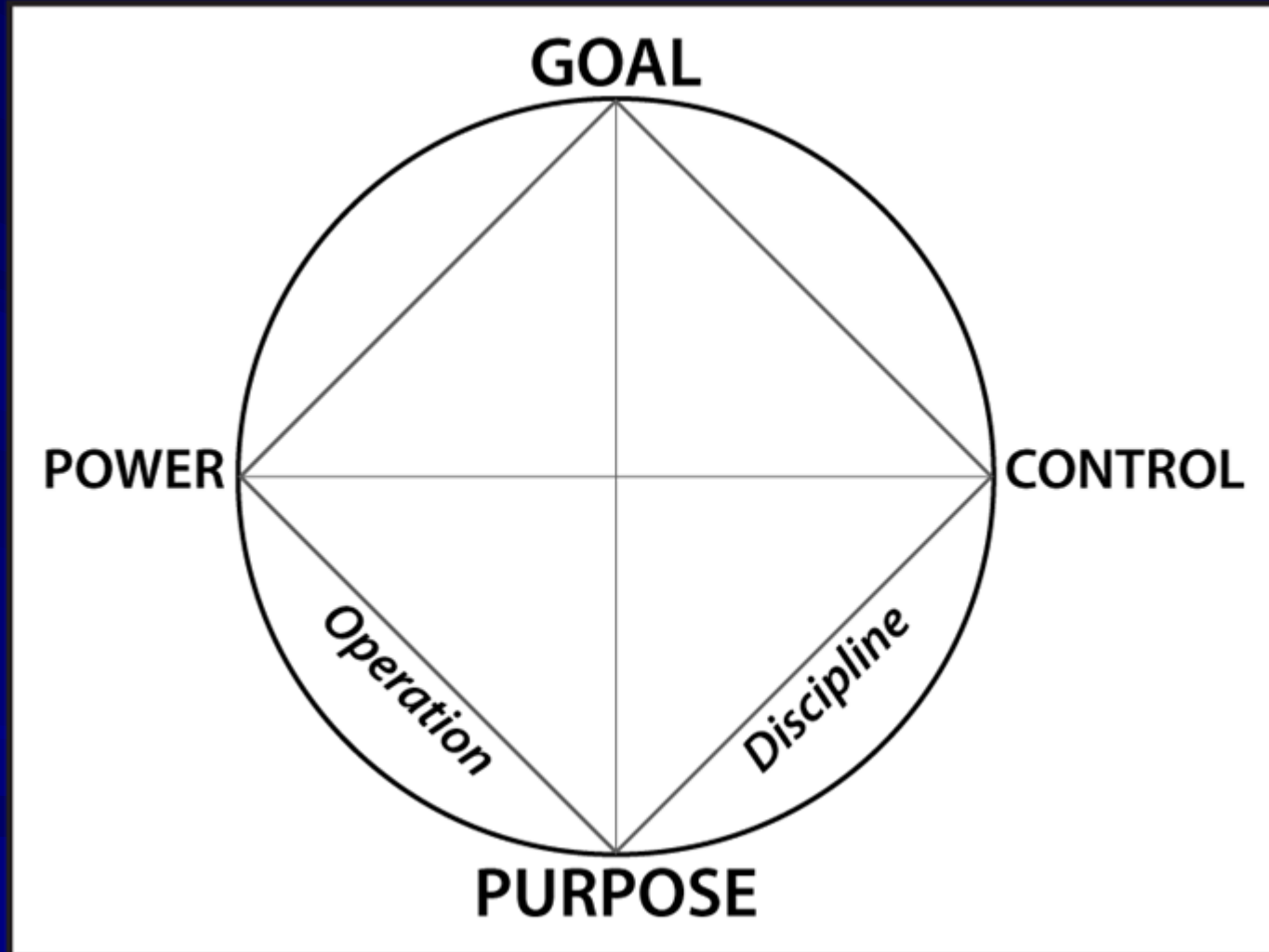
The Destiny Diamond



The Destiny Diamond



The Destiny Diamond



The Destiny Diamond



The Destiny Diamond



Mission, A Disciplined Operation

I Am, Because, So That

List Realtor Disciplines (taught subjects)?

List Realtor Operations (what we spend our time at within the disciplines)

The Destiny Diamond



The Destiny Diamond



Attributes = G & Ts, Character

Who do people say that I am?

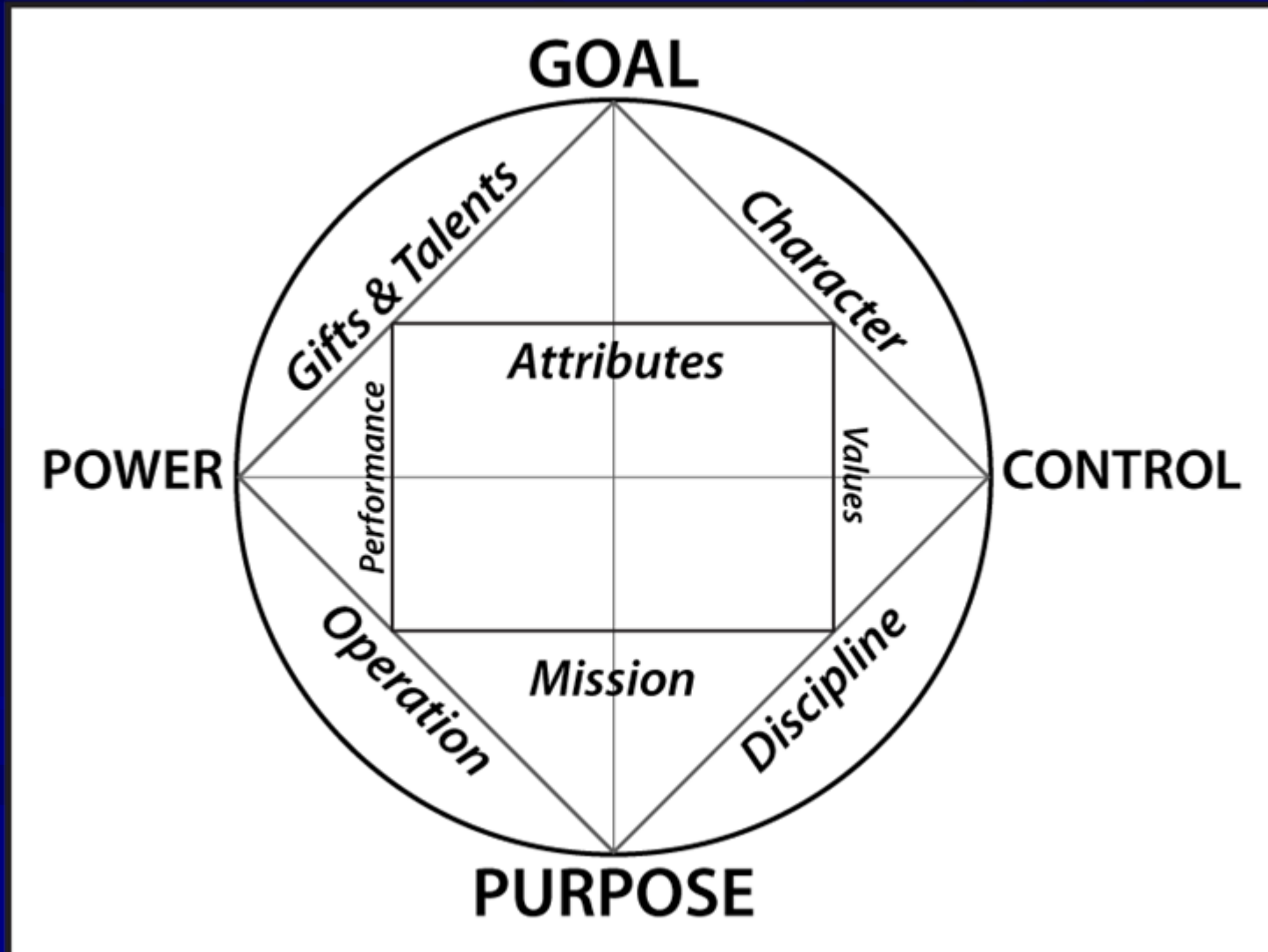
**List gifts and talents that make a
powerful Realtor**

**List character traits that make a stable
controlled Realtor**

The Destiny Diamond



The Destiny Diamond



Quotable Affirmation

I am living in **purpose** and on **purpose** to accomplish my **mission, operating** with **discipline, controlled** by my highest **values** and good **character, powerfully performing** my roles, utilizing my solid **attributes** and unique **gifts & talents** to achieve my **goals**

Quotable Affirmation

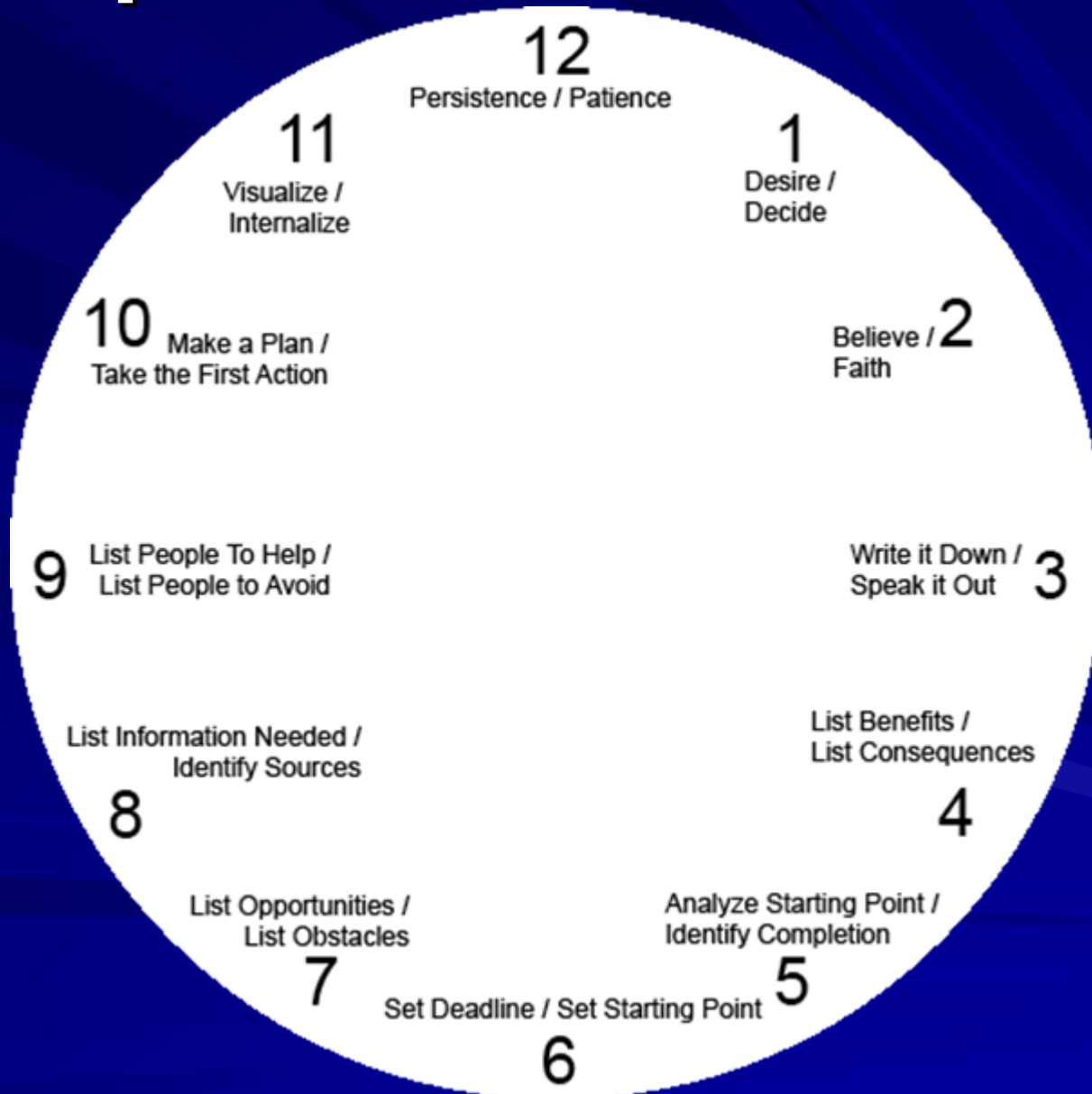
I am living **purposefully** and **powerfully** and
in **control** to achieve my **goals**

and my top 3 personal and business
goals are:

12 Steps to Goal Achievement

1. **Desire / Decide**
2. **Believe / Faith**
3. **Write it Down / Speak it Out**
4. **List Benefits / List Consequences**
5. **Analyze Starting Point / Identify Completion**
6. **Set Deadline / Set Starting Point**
7. **List Opportunities / List Obstacles**
8. **List Information Needed / Identify Sources**
9. **List People To Help / List People to Avoid**
10. **Make a Plan / Take the First Action**
11. **Visualize / Internalize**
12. **Persistence / Patience**

12 Steps to Goal Achievement



12 Steps to Goal Achievement

Passion / Preconception



12 Steps to Goal Achievement

Pleasure / Pain

Write it Down /
Speak it Out **3**

List Benefits /
List Consequences

4

Analyze Starting Point /
Identify Completion

5

Set Deadline / Set Starting Point

6

12 Steps to Goal Achievement

People / Precognition

9 List People To Help /
List People to Avoid

List Information Needed /
Identify Sources

8

List Opportunities /
List Obstacles

7

Set Deadline / Set Starting Point

6

12 Steps to Goal Achievement

Personalization / Activation

12

Persistence / Patience

11

Visualize /
Internalize

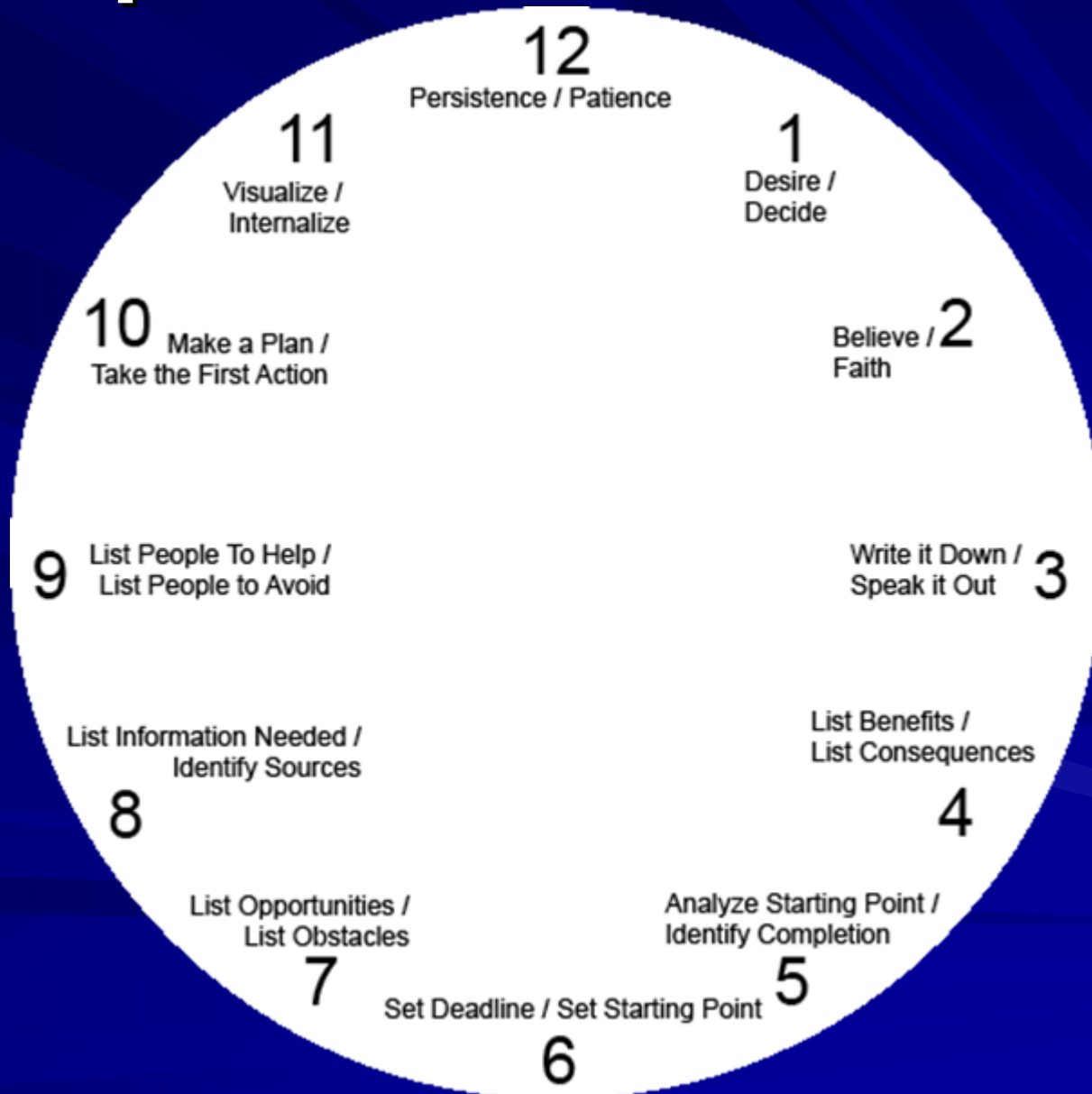
10

Make a Plan /
Take the First Action

9

List People To Help /
List People to Avoid

12 Steps to Goal Achievement



Powerful Goal Exercise (yet to be achieved)

I am _____

(Identity / Existence)

Be-cause _____

(Existence / Root Purpose)

So that _____

(Consequently / Result or Effect)

3 Minute Workshop

Time Management & Organizational System

- Use a Time Planner
- Writing it down
- Kenn's time planner is a notebook:
 - Has pockets for storing hard copies
 - Has a spiral notebook where to do lists and priorities are created and stored
 - Where contacts are written down – phone messages addresses info
 - At the end of the spiral have an area for creative writing and reflective Writing – brain storming – projects – goals.
 - Reference contacts are kept at the back of the note book

Time Management & Organizational System

- A calendar
- A spreadsheet of all current clients with contact info
- A B C D E method of time management
- A B C D E method of setting priorities

A B C D E method of time management

To Do list:

A - 1 day

B - 3 day

C - 7 day

D - 30 day

E - 6mo, 1yr, 3yr

A B C D E method of setting priorities

Prioritize list:

A - Highly important

B - Important

C - Nice to do

D - Delegate

E – Eliminate

Make a Stop Doing list as well

Time Management & Organizational System

List Management

- Work from a list
- Create different lists
- 25 percent more effective working from a list
- Write and re-write your lists

Time Management & Organizational System

- Organizing multiple streams of thought
- Listing programs our actions
- Sub-conscious works on the lists when we are not
- Written lists allow for organizing priorities
- Find a quiet time to write lists no phones no interruptions
- Identify your personal creative / task cycles

Time Management & Organizational System

- Put both personal and business dealings on list
- Listing allows for review and keeps accountability
- Listing creates a legacy
- Crossing off items gives a sense of accomplishment

Time Management & Organizational System

- Create your daily lists the evening before or the morning before activities begin
- Leave space for new urgent items that inevitably will arise
- When your list gets full – write smaller

Doing what is good & Doing what is right

- Don't confuse doing what is "good" with doing what is "right"
- Doing what is "right" is also doing what is "good"
- Do what is right and delegate the rest

A white private jet is parked on a tarmac under a clear blue sky. The aircraft is viewed from a low angle, showing its wings, engines, and tail. The background includes a runway and some distant trees.

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