



11 Ways to Re-Invent Yourself

IN TODAY'S INDUSTRY

With Lorraine Geraci





- **Have you been experiencing extra frustration with yourself and your business?**
- **Are you truly aware of who you are and how that is important when structuring a business model**
- **What value do you offer to clients and business partners to get them to engage with you?**
- **How does your every day mindset play into your “wins”?**



If you...

- **Are open minded to getting back to your core**
- **Want to strengthen your existing referral network and have more clients**
- **Then it's time to put new strategies in place – for YOU**

Lorraine Geraci



- **Mortgage & Education leader for over 20 years**
- **Learning and Development Leader and Certified Professional Coach**
- **Reverse Talent and Strategic Development Manager at New American Funding**
- **Owner – LG Consulting Unlimited and published author**



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Back To Basics



11 PRINCIPLES



BUSINESS PLANS



SMART GOALS

11 PRINCIPLES

01

Personality Assessments



Myers & Briggs
Foundation





Get a Hobby or Volunteer



Coach a Youth Sports Team



Visit the elderly



Read or Write



Get Creative



Take a Cooking Class



Help at a shelter

03

Participate in a Speaking or Presentation Skills Class



04

Get In Person as much as Possible

“Life is beautiful not because of the things we see or the things we do.

Life is beautiful because of the people we meet.” – Simon Sinek

OS5

Do One Thing You
Never Did Before



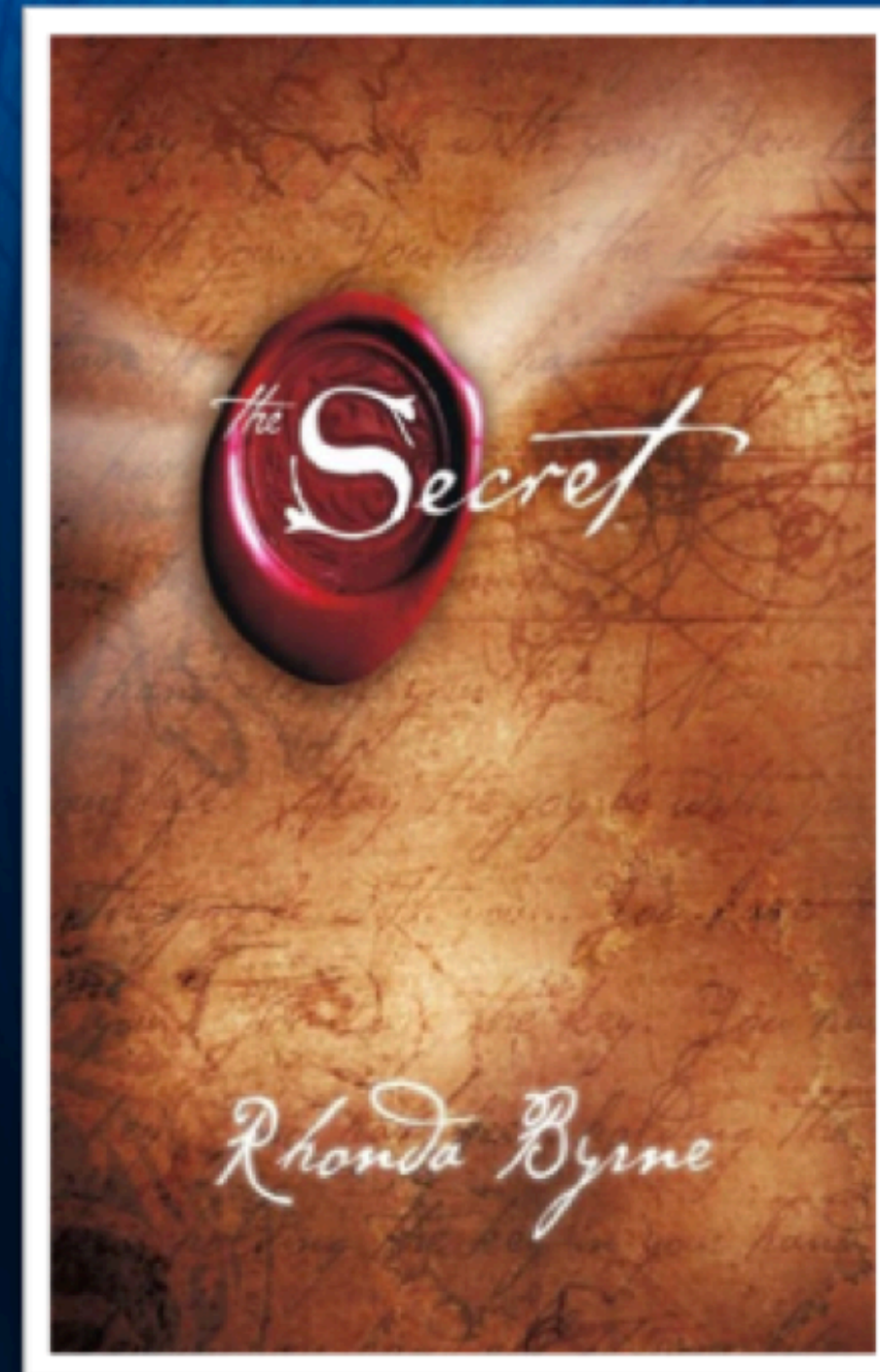
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Take a Class Outside of Your Comfort Zone



07

The Power of Positive Thought





Take Vacations/Staycations

"The more vacation time, the stronger employee performance. To put a figure on it, for every 10 hours of vacation employees took, there was an 8 percent boost in their performance review scores." - Ernst & Young



Manifest... the Ends Not the Means

You don't have to know how you are going to get there.

But you need to know where you want to go.

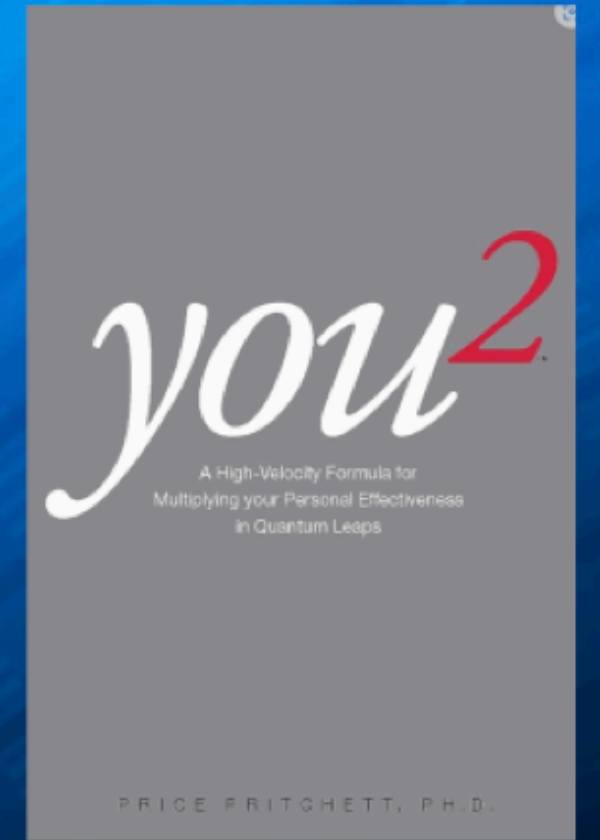
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Mental/Physical Exercise

Research published in the American Journal of Preventive Medicine has suggested that individuals who engage in regular moderate-intensity physical activity can extend their lifespan by an average of **3.4 to 4.5 years**.

11

Become You 2 – Quantum Leaps



11:11

11 Principles Recap

1. Personality assessments
2. Get a hobby or volunteer
3. Participate in a speaking or presentation skills class
4. Get in person as much as possible
5. Do one thing you never did before
6. Take a class outside of your comfort zone
7. The power of positive thought
8. Take vacations/staycations
9. Manifest... the ends not the means
10. Mental/Physical exercise
11. Become You 2 - Quantum Leaps

If I feel depressed, I will sing
If I feel sad, I will laugh
If I feel ill, I will double my labor
If I feel fear, I will plunge ahead
If I feel inferior, I will wear new garments
If I feel uncertain, I will raise my voice
If I feel poverty, I will think of wealth to come
If I feel incompetent, I will remember my past success
If I feel insignificant, I will remember my goals
And TODAY, *I will be the master of my emotions*

WRITTEN BY AUTHOR AND SPEAKER OG MANDINO



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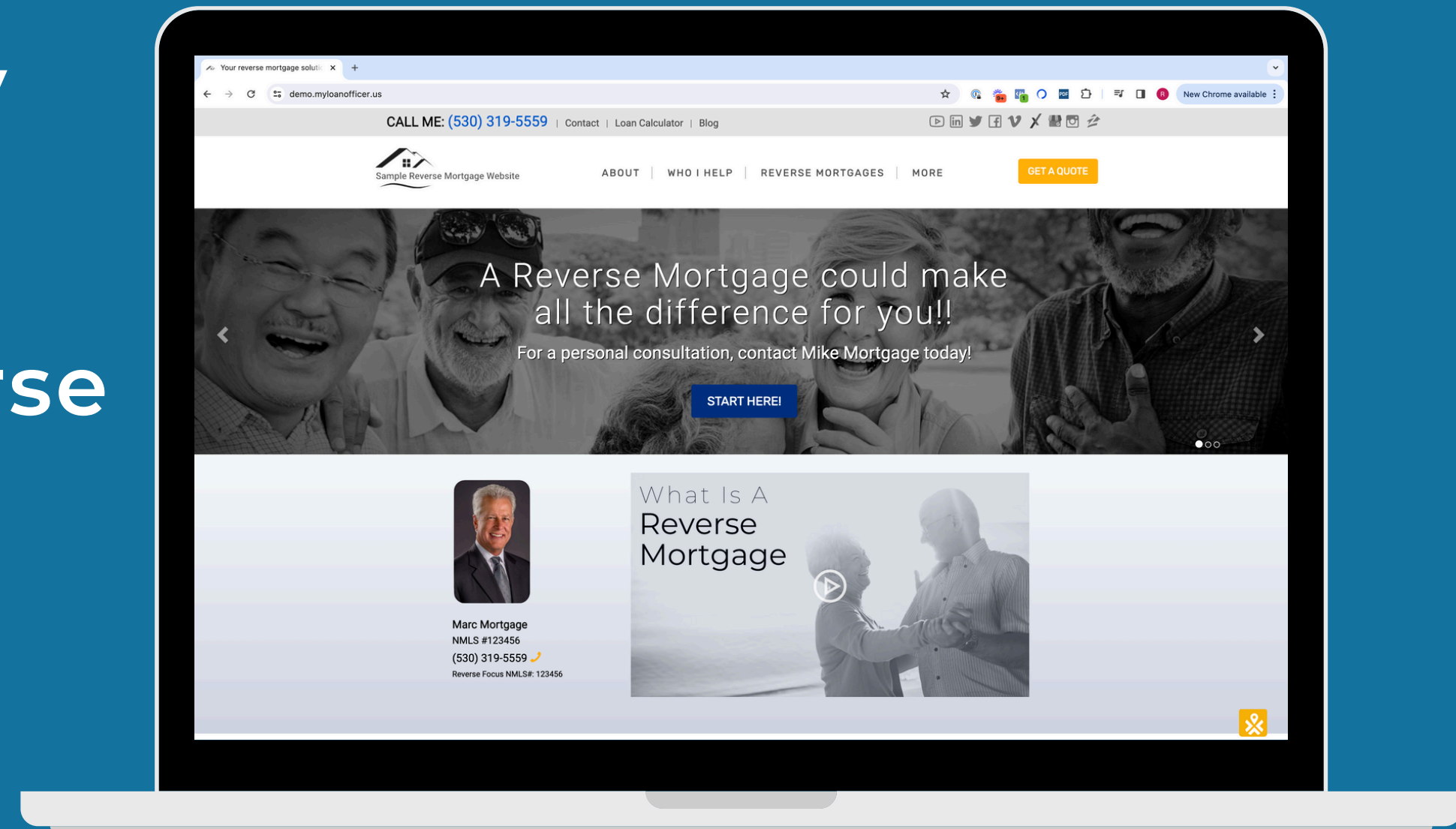


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**THE TOOLS
FOR THIS MISSION**

Tool #1: Website

The only turnkey, industry compliant, SEO-optimized website solution for Reverse Mortgage Professionals.



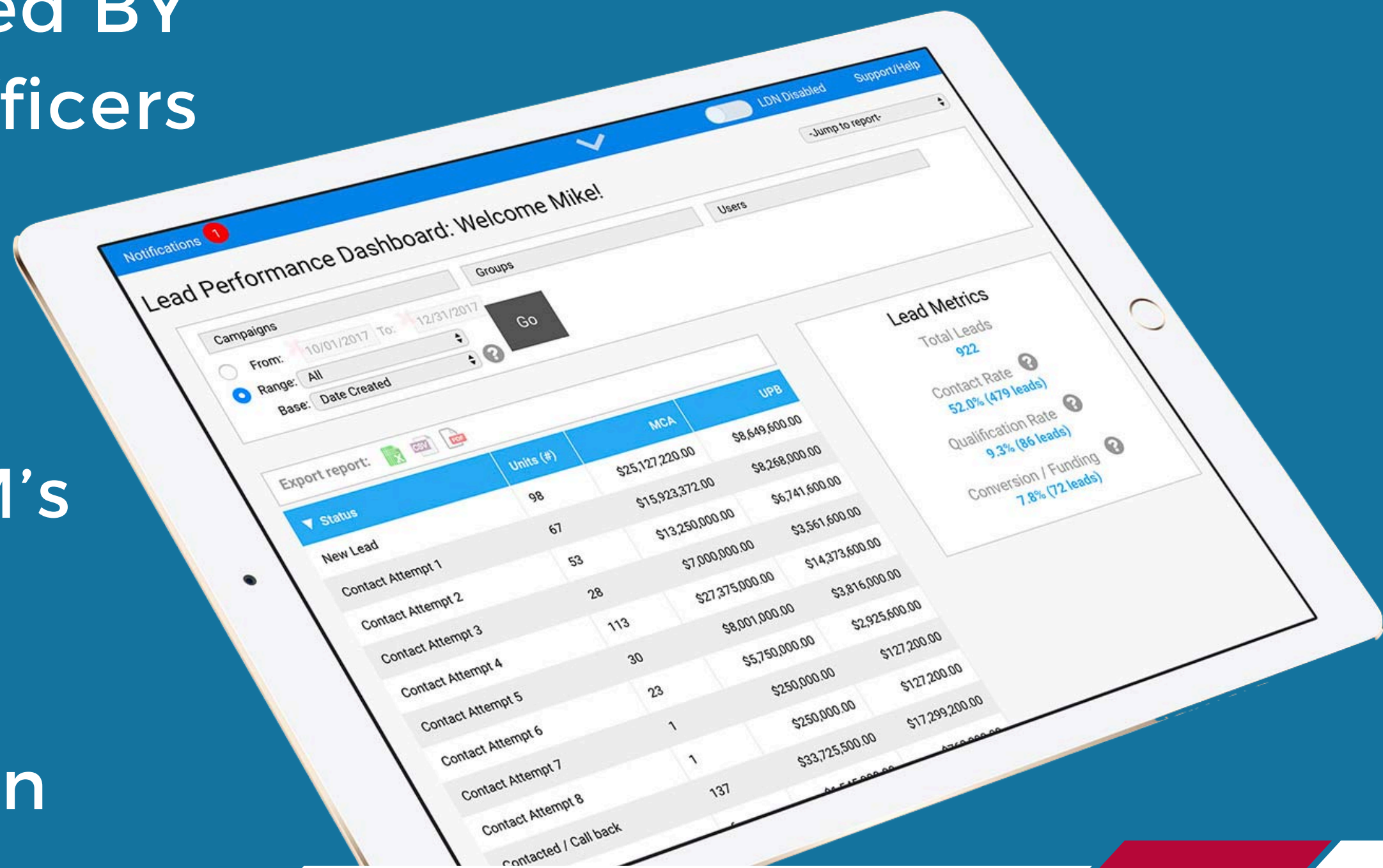
Tool #2: Localized SEO

A comprehensive, targeted, program built exclusively for the reverse mortgage audience by people who know reverse.



Tool #3: Sales Engine CRM

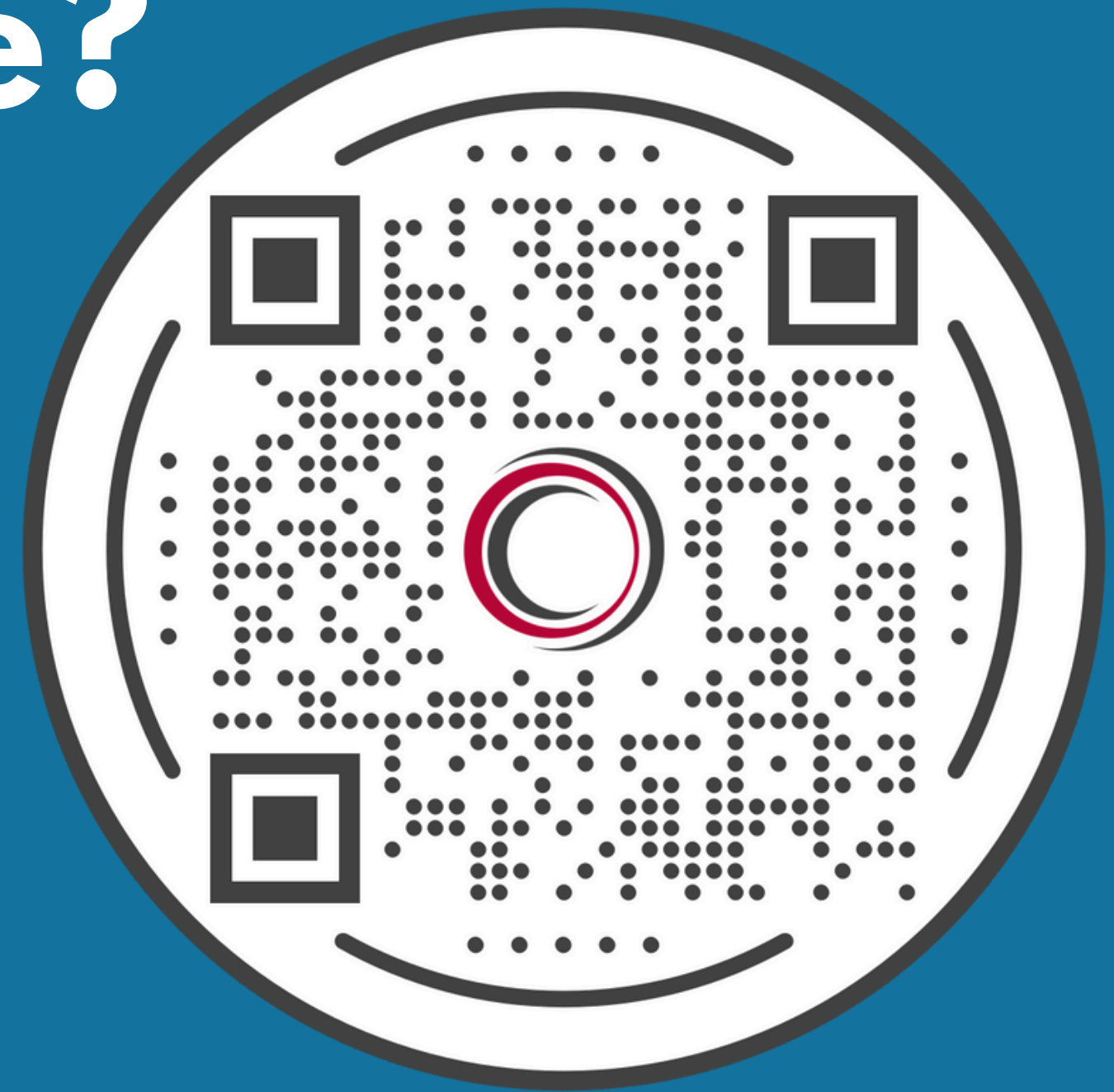
Sales Engine was designed BY reverse mortgage loan officers FOR reverse mortgage loan officers. The whole system makes sense for reverse, unlike other CRM's out there, which would take a lot of customizing and setup (not to mention massive setup fees).



Want To Learn More?

Please schedule a call with us to talk more and to sign up!

reversefocus.com/start





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