

REIN THINK

2

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Calculating a Return on Membership

begins with generating value for others.

**The question is:
Why now?
And how?**

Produce Resilience.

Resilience

|ri'zilyəns|

the ability of a substance or object to
spring back into shape

the capacity to **recover quickly**
from difficulties;

toughness.

How & When Can You Serve As You're Highest & Most Optimal

Life Transitions

will define one's

Financial Positions.

Pack Light Pack Right

“It is not *length* of life,
but **depth** of life.”
- Ralph Waldo Emerson

It's tough to climb if you over-pack

if you're weighed down by all the
competing priorities vying for your
focus

It's tough to climb if you over-pack

if you're weighed down by all the
competing priorities vying for your
focus

everyday distractions
bury the potential
for everyday greatness.

You either pack with deliberation

or be crushed by an array of
diversions

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or be crushed by an array of
diversions

its significant that the word *liberation*
is inside the word deliberation...

poise yourself.

People seek now more than ever

and need help getting clear on



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People seek now more than ever

and need help getting clear on

Home proportionate to life's needs
Health optimized to ascent
Happiness to be fulfilled.

The REIN Advantage

REAL ESTATE PROFESSIONAL CURRICULUM

6	SUMMIT	Suffer Well
5	SUMMIT	Pack Light, Pack Right
4	SUMMIT	Pioneer Possibilities
3	SUMMIT	Engage Your CORE
2	SUMMIT	Summon Your Strengths
1	SUMMIT	Harnessing Adversity

Real Estate Investment Advisor

Elite
Equipped
Empowering

go-to-experts for
personal
professional
financial
resilience.

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**REALITY - RESISTANCE
= RESILIENCE.**



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Transaction to

TRANSITION

**the process or a period of changing
from one state or condition to another**

a passage in a piece of writing that smoothly
connects two topics or sections to each other.



Putting
Pleasures
and Priorities
in Their Place

**Stuff
Time
Work
Self.**

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Pack Light
Pack Right

Check your own packing

what you currently carry through life

Check your own packing

what you currently carry through life

**How much of what you own, and
what you do , is really climb critical?**

Check your own packing

what you currently carry through life

**How much of what you own, and
what you do , is really climb critical?**

**How much of it is really just
consumption of resources?**

Check your own packing

what you currently carry through life

**How much of what you own, and
what you do , is really climb critical?**

**How much of it is really just
consumption of resources?**

**Given all the items you accumulate -
Do these things weigh you down
or lift you up?**

Packed wrong

more can be less

Packed wrong

more can be less

**More stuff leads to more complexity,
which leads to less time, less peace
of mind, and less capacity to take on
important challenges**

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more can be less

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which leads to less time, less peace
of mind, and less capacity to take on
important challenges**

**That's why sometimes the more we
add, the weaker we become.**

Which Stuff Is The Right Stuff

The right stuff is the stuff that
enables and least hinders
your efforts to deliver your own version of
everyday greatness -
to do things you are meant to do in life.

Stuff is the largest category in Summit 5

since it seems to have the greatest power to pull us astray

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since it seems to have the greatest power to pull us astray

Our material items and our money are inextricably intertwined

Stuff costs money, can add complexity, and demands mindshare.

Clients now ask: 'What's climb critical?'

the more stuff we have,
the more we have to maintain and manage,
and the less nimble we become.

Which stuff is the right stuff?

The right stuff is the right stuff
that most *enables* and least
hinders your efforts
to deliver your own version of everyday greatness -
to do the things that matter to you in life.

REIN Advantage Packing List

Alchemy
Agility
Adversity.

“The cost of a thing is the amount of life which is required to be exchanged for it, immediately or in the long run.”

- Henry David Thoreau

Net Worth

**What you own after subtracting
what you owe**

Life Worth

**The value you get
from and give to life.**

What's Your Life Worth?

it defines everyday greatness

The Role of Adversity in Life Worth

the catalyst for repacking right

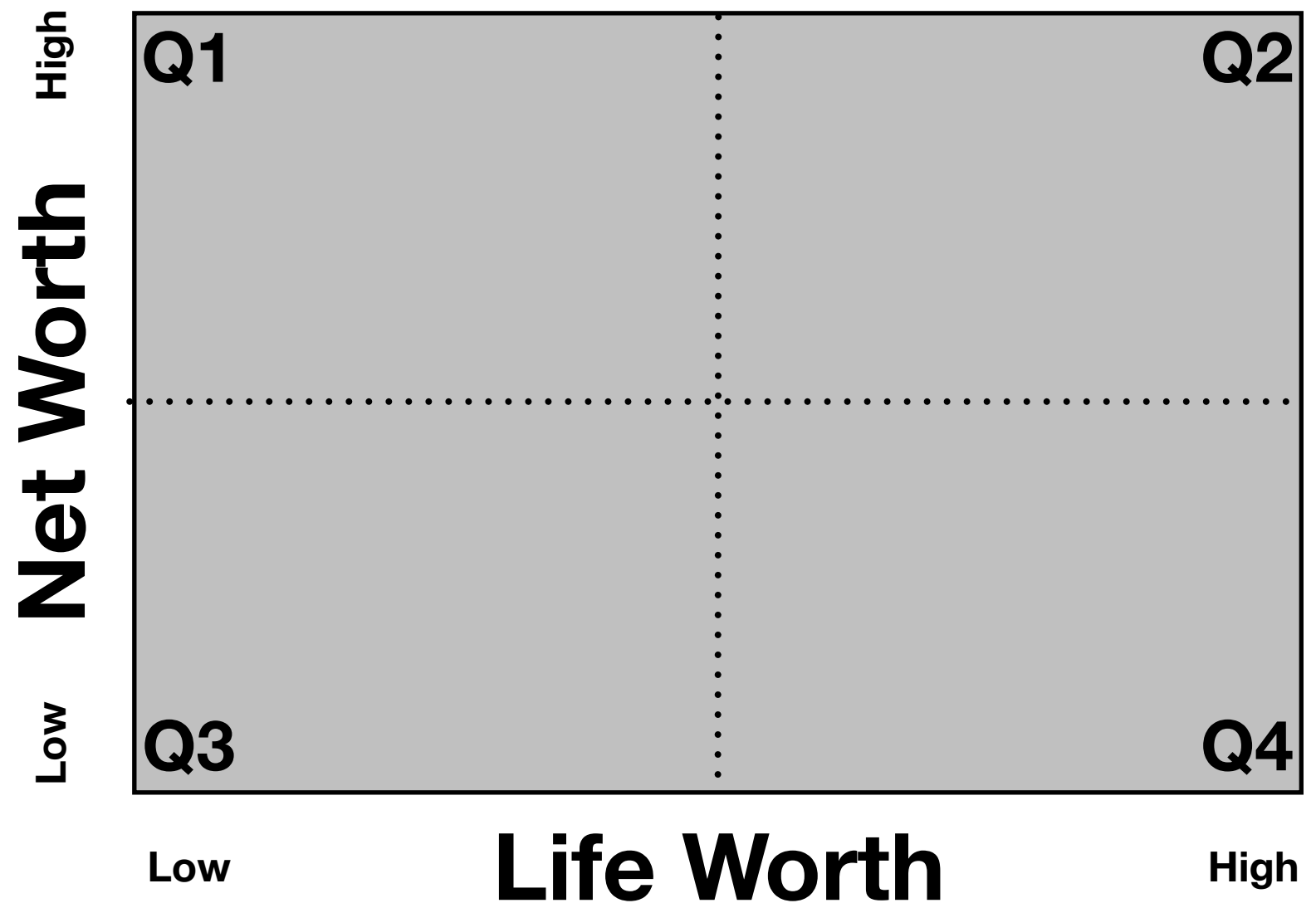
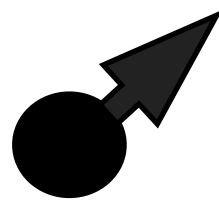
Now What?
For What?

Net Worth Life Worth GRID

Step 1 - Your Ideal **X**

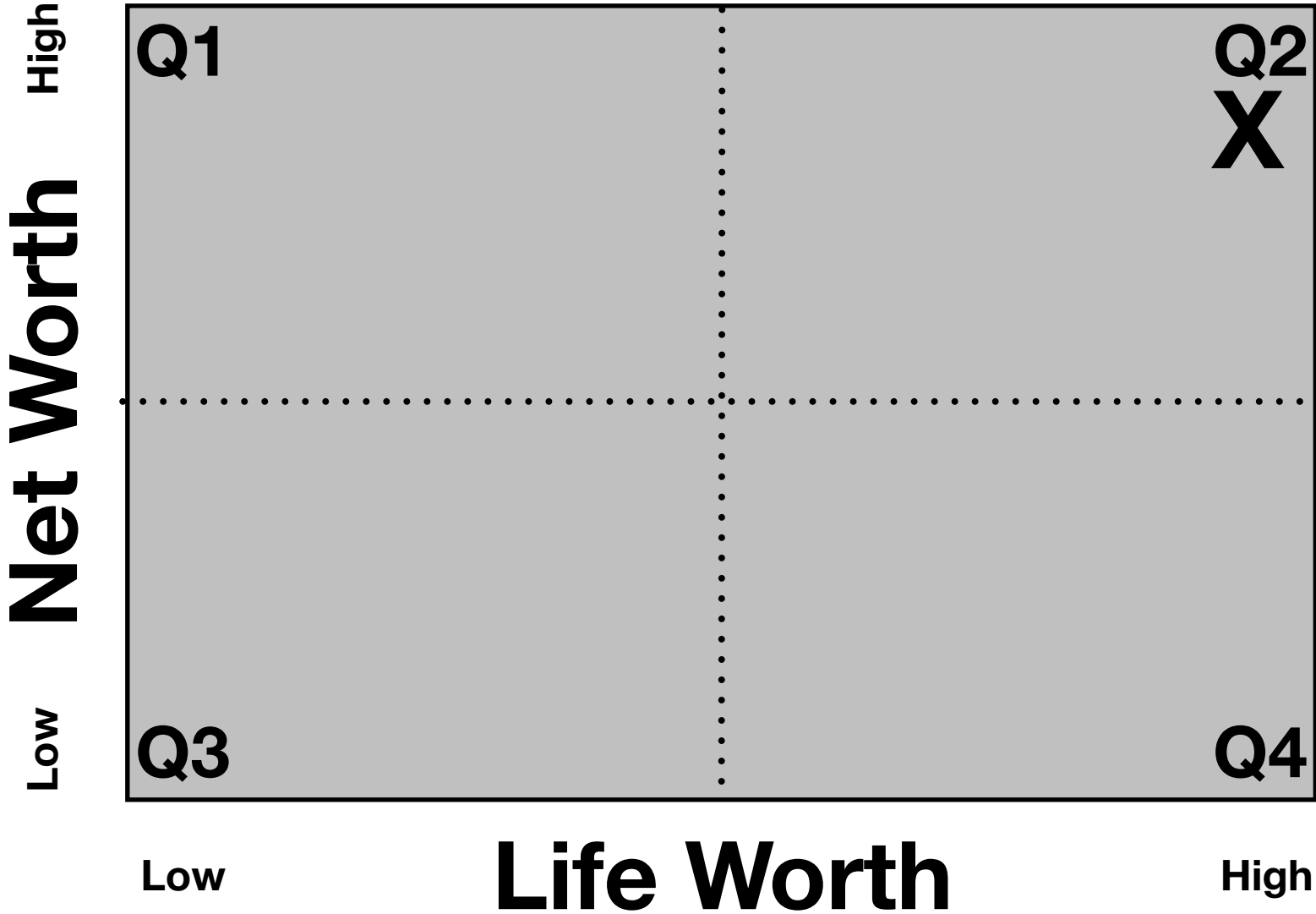
Step 2 - Currently ●

Step 3 - Direction



Net Worth Life Worth GRID

- Step 1 - Your Ideal **X**
- Step 2 - Currently ●
- Step 3 - Direction ●➔

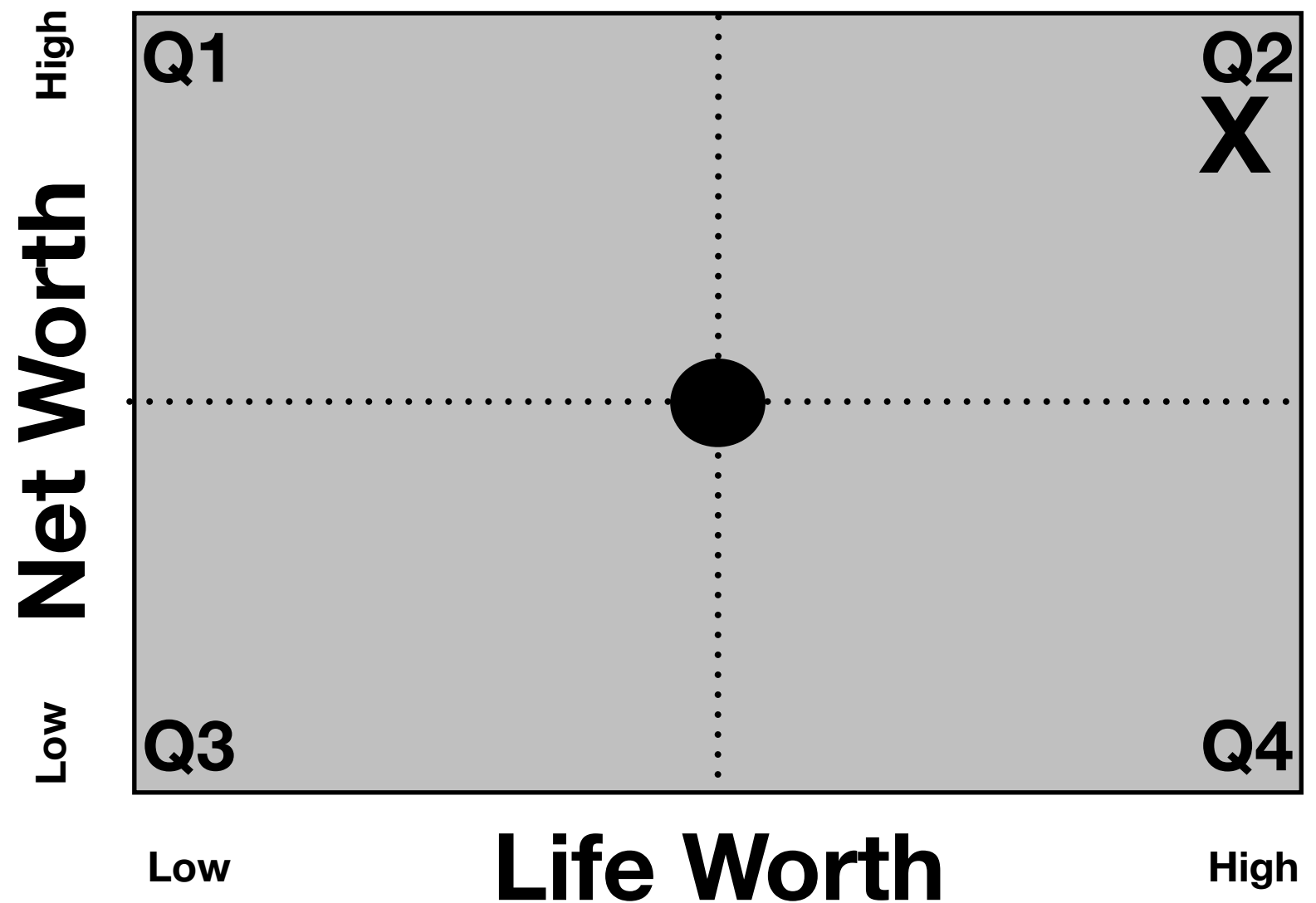
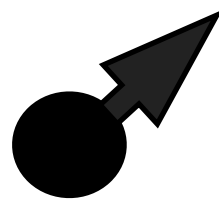


Net Worth Life Worth GRID

Step 1 - Your Ideal **X**

Step 2 - Currently ●

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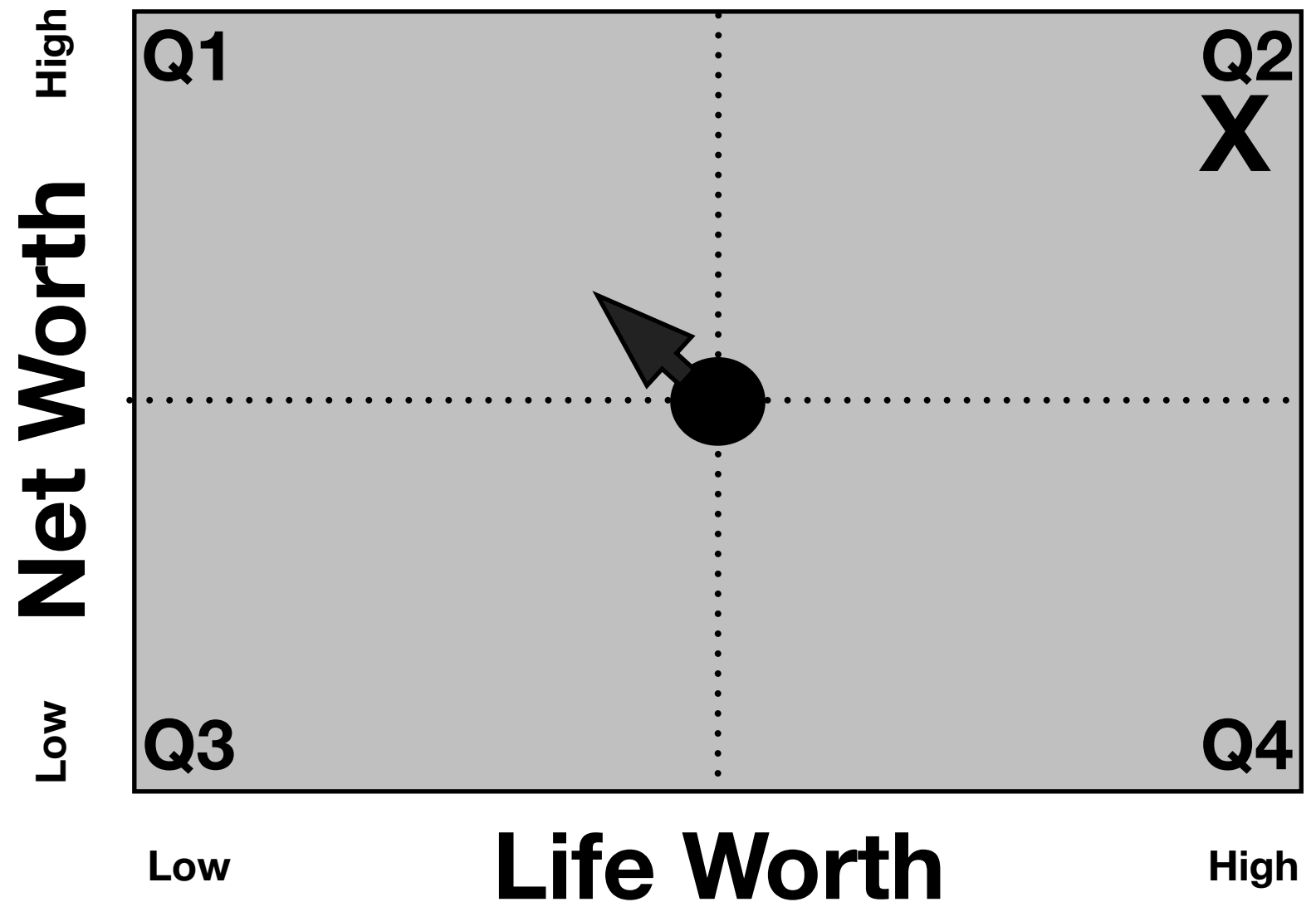
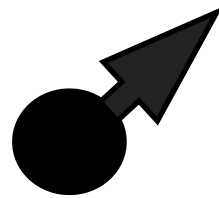


Net Worth Life Worth GRID

Step 1 - Your Ideal **X**

Step 2 - Currently ●

Step 3 - Direction





Putting
Pleasures
and Priorities
in Their Place

**Stuff
Time
Work
Self.**

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Stuff.

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We have more choices and stuff today than at any time in history

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More can be less - the more we accumulate, the more it can weigh us down, killing our agility

Stuff

We have more choices and stuff today than at any time in history

More can be less - the more we accumulate, the more it can weigh us down, killing our agility

Spring-cleaning your stuff to keep only what is “climb-critical” can lighten your load and strengthen your focus.

Pack Check

STUFF

What **5** pieces of stuff, big or small, can you shed in order to most dramatically lighten your load, improve your agility and strengthen your energy?

Pack Check

STUFF
AGILITY

Overall,
my stuff....

Completely
hurts my
agility

Neither
hinders nor
hurts my agility

Completely
helps my
agility

On a scale from 1-10, to what extent does all your stuff affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

Pack Check

STUFF
ENERGY

Overall,
my stuff....

Completely
saps my
energy Neither
 hinders nor
 hurts my energy Completely
 helps my
 energy

On a scale from 1-10, to what extent does all your stuff affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

STUFF
ME

Overall,
my stuff....

Makes me worse and less

Makes me neither better nor worse, less nor more

Makes me better and more

On a scale from 1-10, to what extent does all your stuff affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

STUFF

LIFE WORTH

Overall,
my stuff....

Suffocates
my
Life Worth

Has no
effect upon
my Life Worth

Maximizes
my
Life Worth

On a scale from 1-10, to what extent does all your stuff affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

STUFF

**So far,
the most important lesson I've
learned about *stuff* is....**

Time

**“How we spend our
days is, of course,
how we spend our
lives.”**

- Annie Dillard

Time

Are you a '**Martyr of Obligation**'?

Time

Are you a '**Martyr of Obligation**'?

Packing 'Requirements' into your day and month to the point you cannot focus on the things that really matter

Time

Are you a '**Martyr of Obligation**'?

Packing 'Requirements' into your day and month to the point you cannot focus on the things that really matter

Temptation to do the things that bring immediate excitement or rush, rather than the things that provide long-term benefits.

The Time Challenge

THE BASICS

The Time Challenge

THE BASICS

1

**Which items on your calendar are most climb-critical?
Why?**

The Time Challenge

THE BASICS

1

**Which items on your calendar are most climb-critical?
Why?**

2

**Which items on your calendar are least enriching?
Why?**

The Time Challenge

THE BASICS

1	Which items on your calendar are most climb-critical? Why?
2	Which items on your calendar are least enriching? Why?
3	What are two or three thing you could shed from your week that score particularly low on LW, in exchange for something that scores much higher? List them.

Pack Check

TIME
AGILITY

My obligations and time demands....

Completely hurts my agility Neither hinder nor hurt my agility Completely help my agility

On a scale from 1-10, to what extent do your current obligations affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

TIME
ENERGY

My obligations and time demands....

Completely
sap my
energy

Neither
hinder nor
hurt my energy

Completely
fuel my
energy

On a scale from 1-10, to what extent do your current obligations affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

TIME

LIFE WORTH

My obligations and time demands....

Completely
hinder my
Life Worth

Neither hinder
nor hurt
my Life Worth

Completely
help my
Life Worth

On a scale from 1-10, to what extent do your current obligations affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

TIME
ME

My obligations and time demands....

Make me worse and less

Make me neither better nor worse, less nor more

Make me better and more

On a scale from 1-10, to what extent do your current obligations affect your agility, affect your energy and help or hinder your greatness?

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Pack Check

TIME

**So far,
the most important lesson I've
learned about the use of my *time* is....**

work

“I believe you are your work. Don’t trade the stuff of your life, time, for nothing more than dollars. That’s a rotten bargain.”

- Rita Mae Brown

Work

Are you optimizing your prime time?

Work

Are you optimizing your prime time?

Prime energy for most are spent at work

Work

Are you optimizing your prime time?

Prime energy for most are spent at work

Dedicating them to something that enhances Life Worth is essential

Work

Are you optimizing your prime time?

Prime energy for most are spent at work

Dedicating them to something that enhances Life Worth is essential

You can enhance your Life Worth at work by reinventing not just what you do, but how you do it.

Prime Time

The Human Energy Grid

What are the **prime** energy
years of a person's life?

What are the **prime** energy
hours of a contributing
person's day?

What are the **prime** energy
days of a contributing
person's week?

Prime Time

The Human Energy Grid

What are the **prime** energy
years of a person's life?

25 yrs. - 55 yrs.

What are the **prime** energy
hours of a contributing
person's day?

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Prime Time

The Human Energy Grid

What are the **prime** energy
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25 yrs. - 55 yrs.

What are the **prime** energy
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person's day?

7 am - 3 pm

What are the **prime** energy
days of a contributing
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Prime Time

The Human Energy Grid

What are the **prime** energy
years of a person's life?

25 yrs. - 55 yrs.

What are the **prime** energy
hours of a contributing
person's day?

7 am - 3 pm

What are the **prime** energy
days of a contributing
person's week?

Monday - Thursday

Two Ways

To pack your work
life lighter and better

1 **Infuse** your current
pursuit with Life Worth

2 **Pick** a pursuit that is
inherently rich in Life Worth.

Pack Check

WORK
AGILITY

My work....

Completely
hurts my
agility

Neither
hinders nor
hurts my agility

Completely
helps my
agility

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Pack Check

WORK ENERGY

My work....

Completely
saps my
energy

Neither
hinders nor
hurts my energy

Completely
fuels my
energy

On a scale from 1-10, to what extent do your current obligations affect your agility, affect your energy and help or hinder your greatness?

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Pack Check

WORK

LIFE WORTH

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Pack Check

WORK
ME

My work...

Make me
worse
and less

Make me
neither better
nor worse,
less nor more

Make me
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On a scale from 1-10, to what extent do your current obligations affect your agility, affect your energy and help or hinder your greatness?

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Pack Check

WORK

**So far,
the most important lesson I've
learned about my *work* is....**

Self

“Look at your health; and if you have it, praise God, and value it next to a good conscience; for health is the second blessing - a blessing that money cannot buy.”

- Izaak Walton

Self

Are you living your best life now?

Self

Are you living your best life now?

Remain agile and effective with adversity so to find effective ways to keep your energy fly-wheel moving

Self

Are you living your best life now?

Remain agile and effective with adversity so to find effective ways to keep your energy fly-wheel moving

Resist temptations to feed yourself, your mind, your body and your soul with “empty-calories”

Self

Are you living your best life now?

Remain agile and effective with adversity so to find effective ways to keep your energy fly-wheel moving

Resist temptations to feed yourself, your mind, your body and your soul with “empty-calories”

Focus on enriching, nutritious fuel

Self

Are you living your best life now?

Remain agile and effective with adversity so to find effective ways to keep your energy fly-wheel moving

Resist temptations to feed yourself, your mind, your body and your soul with “empty-calories”

Focus on enriching, nutritious fuel

Small investments yield dramatic results.

Pack Check

SELF AGILITY

**The way I
treat myself...**

Completely
hurts my
agility

Neither
hinders nor
hurts my agility

Completely
helps my
agility

On a scale from 1-10, to what extent does the way you treat yourself affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

SELF
ENERGY

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Pack Check

SELF LIFE WORTH

The way I treat myself...

Completely
hinders my
Life Worth

Neither hinders
nor hurts
my Life Worth

Completely
helps my
Life Worth

On a scale from 1-10, to what extent does the way you treat yourself affect your agility, affect your energy and help or hinder your greatness?

1	2	3	4	5	6	7	8	9	10
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Pack Check

SELF
ME

The way I treat myself...

Make me
worse
and less

Make me
neither better
nor worse,
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Make me
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more

On a scale from 1-10, to what extent does the way you treat yourself affect your agility, affect your energy and help or hinder your greatness?

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Pack Check

SELF

**So far,
the most important lesson I've
learned about *how I treat my self* is....**

You Can Take This On!

PAUSE,
REFLECT,

AND

DIG DEEP TO **UNEARTH** SOME REAL
LIFE-ENHANCING
ANSWERS.

The REIN Advantage Packing List

IN CLOSING

The REIN Advantage

Packing List

IN CLOSING

1

STUFF

As you think about everything you own, what item(s) could you purchase or add that would improve your three A's?

The REIN Advantage

Packing List

IN CLOSING

1	STUFF	As you think about everything you own, what item(s) could you purchase or add that would improve your three A's?
2	TIME	What is a new obligation, or something you will add to your schedule to improve your three A's?

The REIN Advantage

Packing List

IN CLOSING

1	STUFF	As you think about everything you own, what item(s) could you purchase or add that would improve your three A's?
2	TIME	What is a new obligation, or something you will add to your schedule to improve your three A's?
3	WORK	What will you add to your work to make it richer in Life Worth?

The REIN Advantage

Packing List

IN CLOSING

1	STUFF	As you think about everything you own, what item(s) could you purchase or add that would improve your three A's?
2	TIME	What is a new obligation, or something you will add to your schedule to improve your three A's?
3	WORK	What will you add to your work to make it richer in Life Worth?
4	SELF	What will you add to your life to optimize your energy, your outlook, and the three A's?