**Destination Statement**

A Destination Statement is a summary of your current position based on the assumption that you have arrived at the place you want to be in your professional and personal life (i.e. you have achieved your vision).

With the above definition in mind, complete the following 10-point executive summary of your Destination Statement.

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1. Since adopting and utilising the right formula and systems in my real estate business, I have been earning gross fees of:
2. With this level of income, I have followed a plan of investing in:
3. The following staffing structure has assisted me achieve the success I have in my business (outline your ideal staffing structure):
4. My time away from my real estate business has been spent with:
5. My working week is regularly structured as follows:

|  |  |
| --- | --- |
| **MONDAY** |  |
| **TUESDAY** |  |
| **WEDNESDAY** |  |
| **THURSDAY** |  |
| **FRIDAY** |  |
| **SATURDAY** |  |
| **SUNDAY** |  |

1. My hobbies and interests outside of work are:
2. I have achieved a manageable weight of:
3. My Continued Professional Development and learning has its focus on:
4. With my level of professional knowledge, I regularly contribute back to the real estate industry by:
5. I have been asked to share my story on by a leading industry body, the specialty topic being:

**The TOP 10 tasks I undertook to achieve the above Destination Statement are:**

1. Attended regular training and development courses
2. Became an expert in my Service Area
3. Consistently adhered to my Prospecting & Marketing program
4. Used my database as a tool and constantly update my data to keep a ‘clean’ database
5. Followed up all potential buyers and sellers diligently
6. Conducted my business ethically and honestly
7. Reviewed my assets
8. Consolidated my finances and firmed up my investment goals in order to create passive income
9. Identified, employed and trained a younger staff member to join my tribe (micro business)
10. Submit this document back to Changing Places

NOTES:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_