



Philip Webb

LICENSED ESTATE AGENTS ■ AUCTIONEERS ■ PROPERTY MANAGERS

Thoughts on the Success Integrated Program. By Robert Cincotta.

14 October 2003

Dear Darren,

What I initially thought I would get out of the program is basically methods on dealing with stress, being more accountable not only to my boss but more importantly to myself, and potentially using different methods in order to generate an ideal income.

The figures show that I have improved my output and become more focused on the dollar productive tasks at hand but the results that don't see on paper are adjusting my attitude and developing a long term focus which I believe is the greatest benefit that I got out of the program.

Certain results include from the weeks beginning 15th & 29 September, my valuation hit rates have increased with achieving 7 & 8 valuations in the last 2 weeks. My target calls have improved to 4%, and personal drops have increased to 2 % also. With these targets I am achieving more qualified consistent results by altering my goals. It's a real sense of accomplishment hitting the targets that you set on a weekly basis

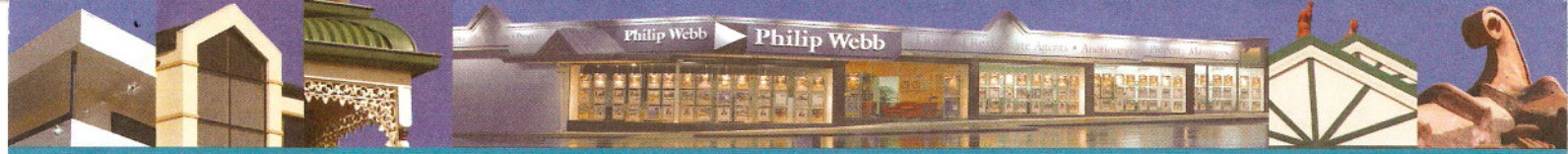
The impact the achievements have had on my agent I believe is that I am working smarter, not harder but more importantly qualifying people a lot more so that he is dealing with quality income generating clients rather than getting the valuation for the sake of it. I have more confidence in dealing with clients, and allocating my time to the more dollar productive tasks that help to generate my income but more importantly I have lifted my listing rate due to focusing on my HLA's and sticking to it.

This goal of sticking to my HLA's has created a good habit, and in turn created discipline and better focusing skills and a constant readjustment of my goals.

I believe the program would even better if it was split up into 2 workshops rather than 1 large workshop, because I believe this program would be better used for a individual, or a smaller focus group.

The mechanics of the program are great, it has accountability, goal setting and motivational techniques rolled all into one creating a more efficient productive worker that cares in what they do.

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I believe Darren is a great leading coach as his willingness to help motivate listen and act decisively not only in the session but outside the session shows that he is genuinely interested in the people in the program and his ongoing commitment to transform lives and implant success in everyone on a regular basis. Darren's energy that goes into the program just shows his belief that he can help a person that was fairly unproductive, and transform them to be become more aware of their talents and to plan on where they want to go rather than living day by day.

Thanks Again



Robert Cincotta

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