

# *The Millionaire Real Estate Agent*

## Book Club

### Session #1: Creativity v. Models

**P. 21-64, 119-128**

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#### Discussion Guide:

- Host welcomes attendees and speaks about the goals that the book club, and the book, will help them achieve.
  - A career worth having, businesses worth owning, and lives worth living.
  - *The Millionaire Real Estate Agent* (MREA) is one of the ways we hope to fulfill that mission. It's the best-selling career guide of all time.
  - We like to think of the MREA as the blueprint for a great real estate career, and our MREA courses are the plans and specs for getting your business built.
- From the reading, emphasize and discuss:
  - The importance of models before creativity.
  - You're Not Methuselah
  - The Fundamental Model: The Three L's
    - Leads – Until you have enough to hit your goals, everything else is a distraction.
    - Listings – Take less of your time and provide more opportunities to market your business.
    - Leverage – When you're doing all you can, get help.
  - Achievement Ceilings
  - Walk through the Six Myth Understandings and talk about examples in your life when you've faced your own limiting beliefs. Encourage others to share their own challenges and how they have overcome them.

## Questions to Ask:

1. One of Gary's college professors told him something that would inspire an Aha: "You need to realize that people have lived before you. And you might be wise to slow down for just a second and figure out what they learned on their journey before you start your own" (p. 35). Who in your life has inspired similar Aha's for your business or career? What advice did they share with you?
2. Who are your idols for your business, career, or life?
3. Which one of the MythUnderstandings resonates most with you?
4. Warren Buffet has reread the book *Security Analysis* countless times throughout his career. How many times have you read the MREA? It's OK if the answer is zero, and this will be your first! Own it. Everyone starts somewhere.
5. How have you known when to inject creativity back into your business or project? Is there a tell-tale sign, or dead giveaway?
6. Has unearned creativity ever come back to bite you?