



Gratitude

“

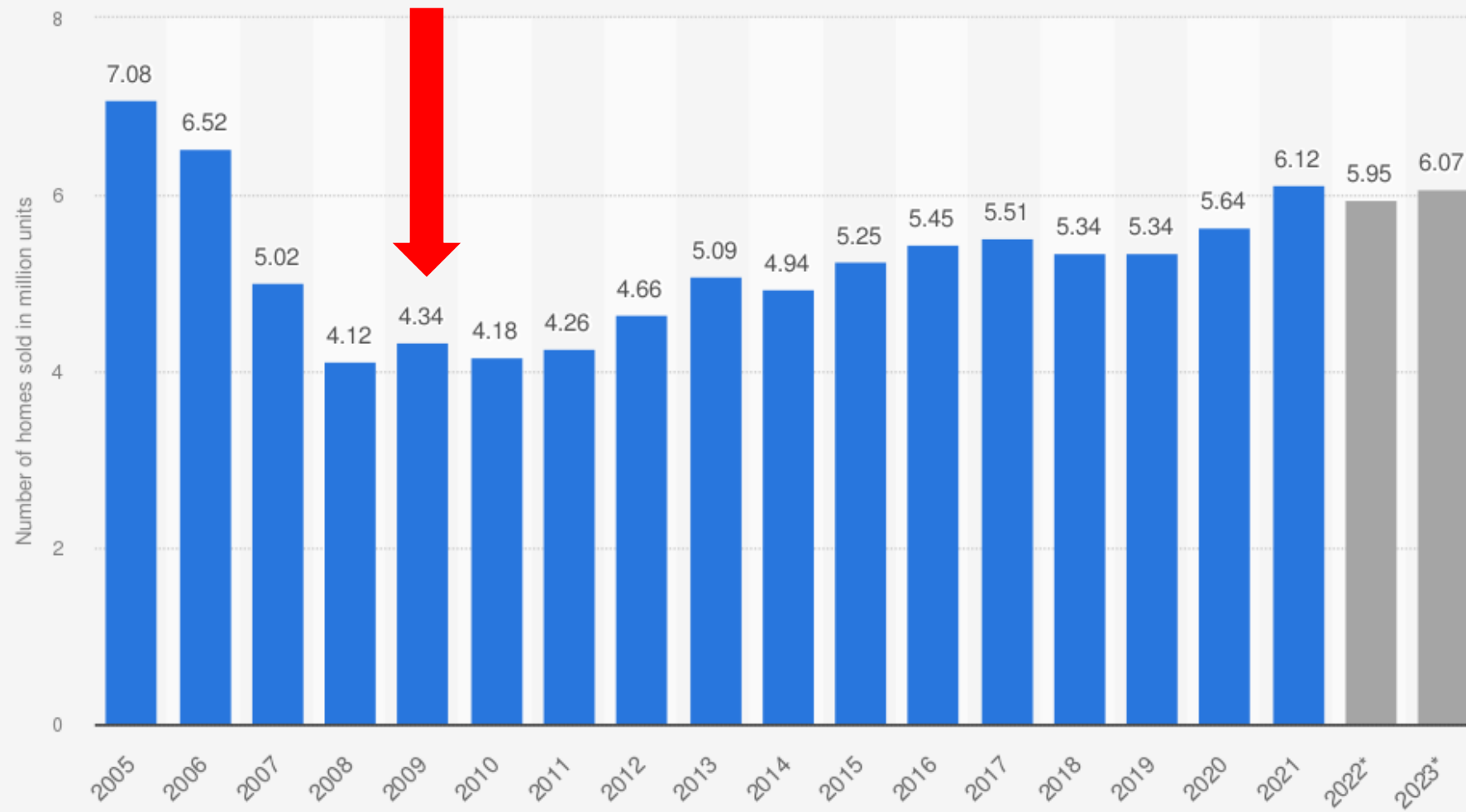
A PESSIMIST SEES THE DIFFICULTY IN EVERY
OPPORTUNITY; AN OPTIMIST SEES THE
OPPORTUNITY IN EVERY DIFFICULTY.

”

WINSTON CHURCHILL

THRIVING
THROUGH A
MARKET
SHIFT

Number of existing homes sold in the United States from 2005 to 2023 (in million units)



Source

National Association of Realtors
© Statista 2022

Additional Information:

United States; National Association of Realtors; 2005 to 2022

THRIVING
THROUGH A
MARKET
SHIFT

thrive

Collins COBUILD

Word Frequency





(θraɪv  )

Word forms: thrives, thriving, thrived

1. INTRANSITIVE VERB

If someone or something **thrives**, they do well and are successful, healthy, or strong.

He appears to be thriving. 

Today her company continues to thrive. 

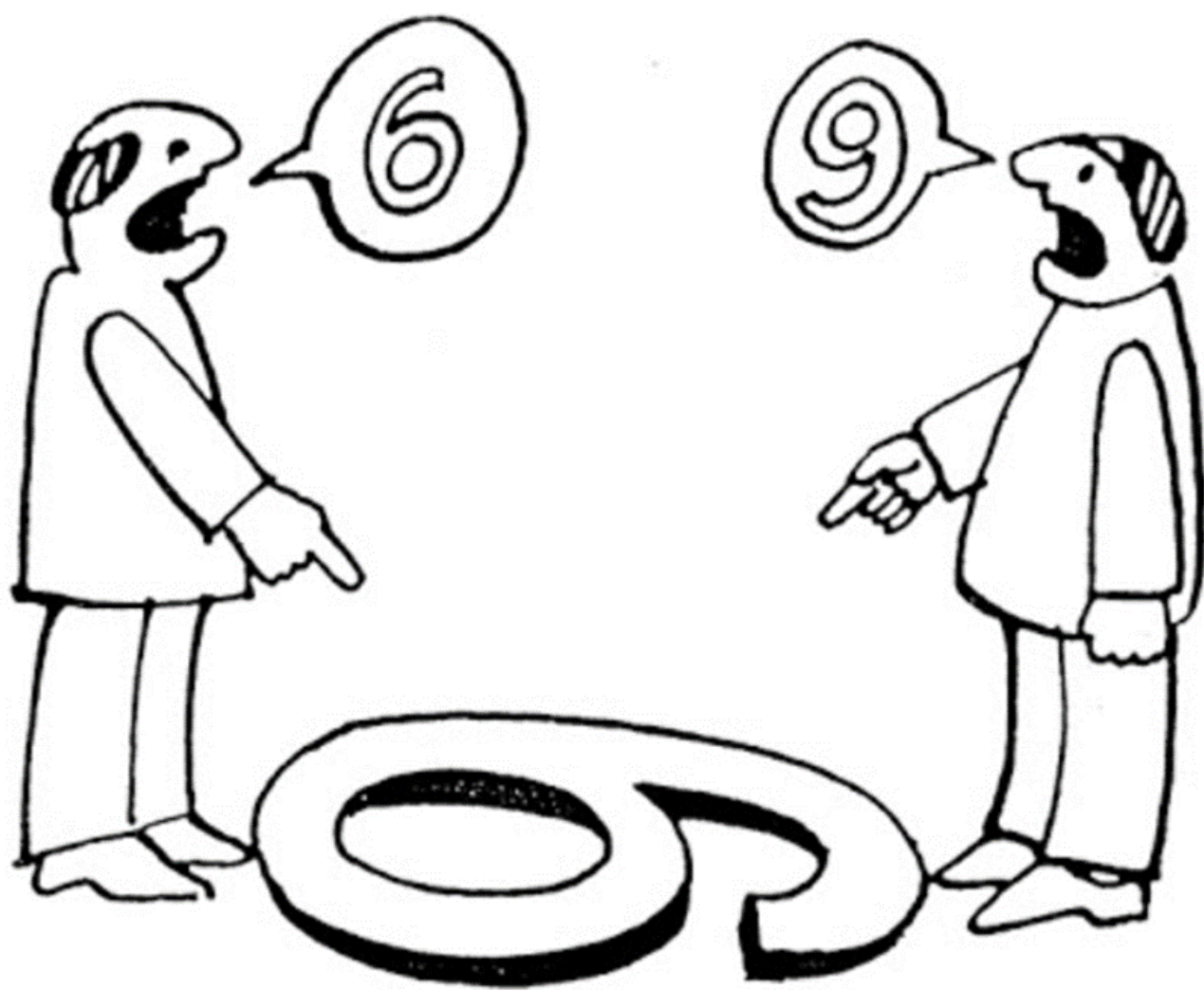
Synonyms: prosper, do well, flourish, increase [More Synonyms of thrive](#)

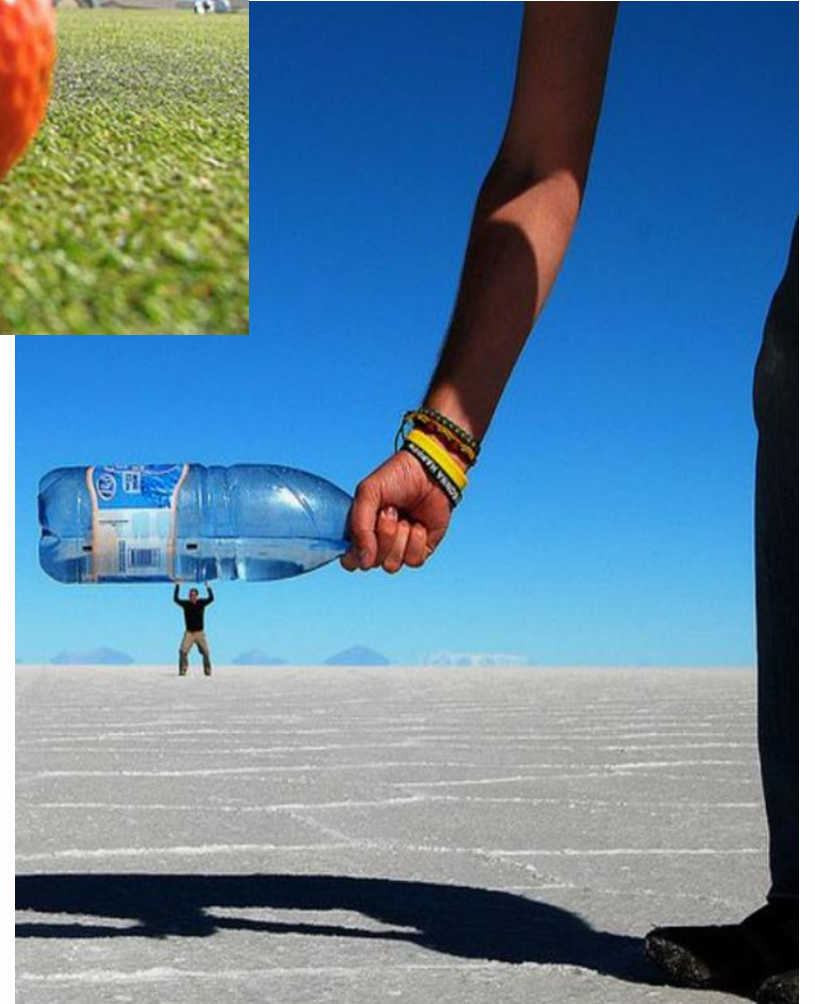
2. INTRANSITIVE VERB

If you say that someone **thrives on** a particular situation, you mean that they enjoy it or that they can deal with it very well, especially when other people find it unpleasant or difficult.

HOW TO THRIVE IN A SHIFTING MARKET

01 GET YOUR MIND RIGHT





THE MARKET
IS SHIFTING

THE MARKET
IS ~~SHIFTING~~
STABILIZING

“

IN A GROWTH MINDSET, CHALLENGES ARE
EXCITING RATHER THAN THREATENING. SO
RATHER THAN THINKING, 'OH, I'M GOING TO
REVEAL MY WEAKNESSES,' YOU SAY, 'WOW,
HERE'S A CHANCE TO GROW.'

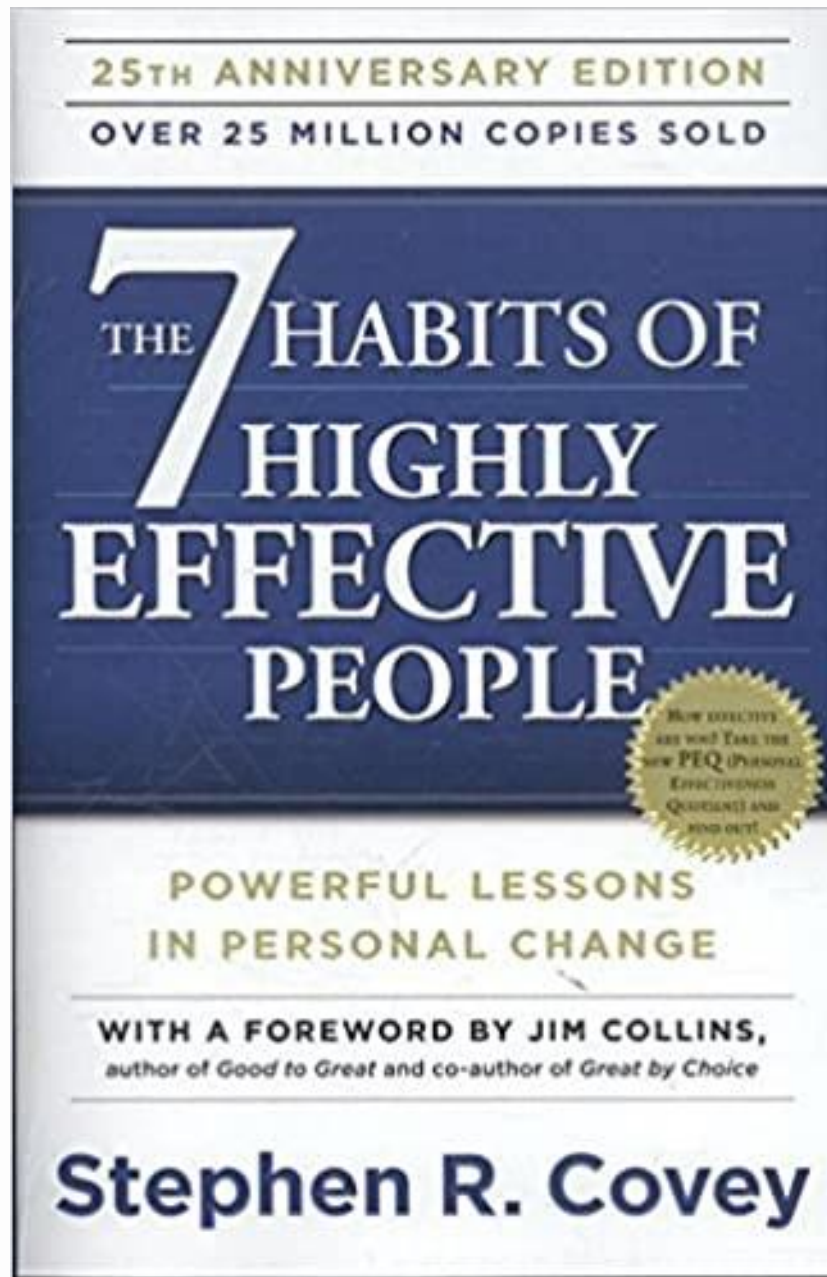
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CAROL DWECK

HOW TO THRIVE IN A SHIFTING MARKET

01 GET YOUR MIND RIGHT

02 BECOME A BETTER
COMMUNICATOR

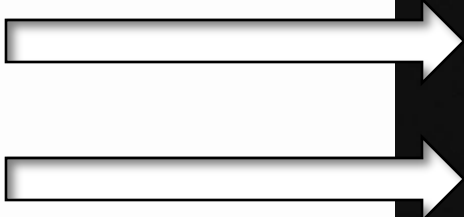


THE 7 HABITS OF HIGHLY EFFECTIVE PEOPLE

1. Be proactive
2. Begin with the end in mind
3. Put first things first
4. Think win-win
5. Seek first to understand
Then to be understood
6. Synergize
7. Sharpen the saw

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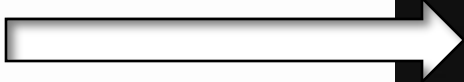
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COMMUNICATOR

03 DOUBLE DOWN ON
RELATIONSHIPS

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	URGENT	NOT URGENT
IMPORTANT	<p>QUADRANT I</p> <p><i>Activities</i></p> <ul style="list-style-type: none"> • Crises • Pressing problems • Deadline-driven projects 	<p>QUADRANT II</p> <p><i>Activities</i></p> <ul style="list-style-type: none"> • Relationship building • Recognizing new opportunities • Planning
NOT IMPORTANT	<p>QUADRANT III</p> <p><i>Activities</i></p> <ul style="list-style-type: none"> • Interruptions • Some calls, meetings • Popular activities 	<p>QUADRANT IV</p> <p><i>Activities</i></p> <ul style="list-style-type: none"> • Trivial busywork • Time wasters • Pleasant activities

THE KEY IS NOT TO PRIORITIZE WHAT'S ON YOUR
SCHEDULE, BUT TO SCHEDULE YOUR PRIORITIES.

STEPHEN COVEY

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COMMUNICATOR

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04 CREATE A CONSISTENT
PROCESS/EXPERIENCE

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05 PRACTICE HABITS THAT SUPPORT
YOUR GOALS

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"IT'S INCREDIBLY EASY TO GET CAUGHT UP IN AN
ACTIVITY TRAP, IN THE BUSYNESS OF LIFE, TO
WORK HARDER AND HARDER AT CLIMBING THE
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IT'S LEANING AGAINST THE WRONG WALL."

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08 TURN OFF THE NEWS

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CBS News

U.S. home prices could fall as much as 20% next year

Economists expect home prices to slide sharply in 2023 as soaring mortgage rates chase away buyers.

2 days ago



MarketWatch

Mortgage bankers expect rates to drop to 5.4% in 2023. What will home prices do?

'Our forecast is for home-price growth moderation to continue,' Mortgage Bankers Association executive Joel Kan says...

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Orange County Register

California 'prime target' for home price declines in 2023, economist says

Americans with homes for sale are going through the five stages of grief. Mortgage rates have risen at the fastest pace in decades.

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New York Post

Why mortgage rates could hit 10% by early 2023: expert

Surging mortgage rates could hit double digits by next year even if the Federal Reserve backs off its aggressive interest rate hikes,...

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Fortune

When to expect the housing market downturn to conclude, according to Wells Fargo

In 2023, Wells Fargo predicts that national home prices will sink 5.5%.

6 days ago



FOLLOW THE
THREE SECOND RULE

THREE SECOND RULE

1. DOES THIS NEED TO BE SAID?

THREE SECOND RULE

1. DOES THIS NEED TO BE SAID?

2. DOES THIS NEED TO BE SAID
BY ME?

THREE SECOND RULE

1.DOES THIS NEED TO BE SAID?

2.DOES THIS NEED TO BE SAID
BY ME?

3.DOES THIS NEED TO BE SAID
BY ME RIGHT NOW?

WARREN BUFFETT

What is the one thing that you can ever invest too much into?

Yourself.



1. Invest in improving your health and well-being

- Mental Health
- Physical Health
- Spiritual Health

2. Invest in feeding your mind

"Go to bed a little smarter each day."

3. Invest in doing what you love to do

Work with people you *like* and find the things about your career that you love.

THRIVE IN

ANY

MARKET