

## “I’ve finally found that work-life balance and I’m earning more!”



### Member Spotlight: Jason Valentine – Coldwell Banker

Jason Valentine is a rockstar real estate agent and team lead in Gallup, New Mexico. Jason joined coaching after realizing that he was overworking himself and spending 60-70 hours in his business, with little time left over for anything else. **Since joining coaching, he's not only been able to double his GCI, but work less hours.** Win-win!

### Jason shares his story and experience with the Tom Ferry Coaching Program:

"I got my start in real estate back in 2010. I had things in my life that required a flexible schedule and real estate seemed like a good fit.

I first heard about Tom through his YouTube Channel, and I watched a TON of his videos. I had a really good month that allowed me to pay for Tom's coaching program.

**The funny thing is that the cost of coaching was easily paid for by the additional income I was making.**

I even hired an assistant to help!

**It wasn't always this way though...**

Before coaching I was spending a LOT of time working.

From January 2016 to June 2016 I had 15.5 transactions with a volume of \$2.2 million and a GCI of \$68,000.

**On average, before coaching, I was working 60-70 hours per week.**

Coaching changed EVERYTHING for me!

From June 2016 to December 2016 I had 31.5 transactions with a volume of \$4.9 million and a GCI of \$106,000.

**This was all achieved working about 45 hours per week.**

Not only was I earning MORE, I was working LESS.

**I have finally found that work-life balance!**

Although coaching has helped me transform my business the biggest shift has been in my MINDSET.

While I have always been committed to hitting my goals, I have not always been pleasant to be around while working towards them. Between my affirmations and the ecosystem, **my outlook has gone from *thinking I can do it* to *knowing I can do it*.**

Furthermore, I am waking up early in the morning, exercising 4-5 times a week, working my routine and really enjoying what I am doing.

**I get to see my wife and kids more often and am more pleasant to be around when I do.**

The benefit of more money and less time at work is causing quite the dilemma however. **I now have time for hobbies and am rediscovering interests outside of the office!** This week as a matter of fact I am taking a vacation that will be for 9 days. Last time I was out of the office for 9 days, was like 3 years ago!

**Here's the thing ... I wish I could tell you that coaching was always easy.**

The reality is, sometimes it hurts to talk to my coach. My pride occasionally takes a beating, but my coach keeps me focused on what is important. My coach offers a different perspective, puts me on the right path, and provides a great role model for me to follow.

Every week when I get ready to talk with my coach I am forced to hold myself accountable.

**His guidance is instrumental in the success I have had over the last 6 months.**

While I enjoy talking to him I am also keenly aware that he will not hesitate to hold me accountable to my commitments. He keeps me moving forward!

**Coaching has made all the difference in my success.**

Before coaching it was a struggle to get to work. I literally felt like I had to drag myself there and it was a total grind.

Now that I'm in coaching I wake up excited to take on the day. **My life and business are so much better because of coaching!** If you really want to work less, earn more, and get to the next level you should definitely check out the Tom Ferry Coaching Program."