

# TRIPLE YOUR INCOME ROAD MAP

PRESENTED BY

# THE ONE YEAR BREAKTHROUGH

**DISCOVER THE 7  
HIDDEN SECRETS TO TRIPLE  
YOUR REAL ESTATE INCOME**

**BY**

**BIMAL SHAH**

# About Bimal Shah

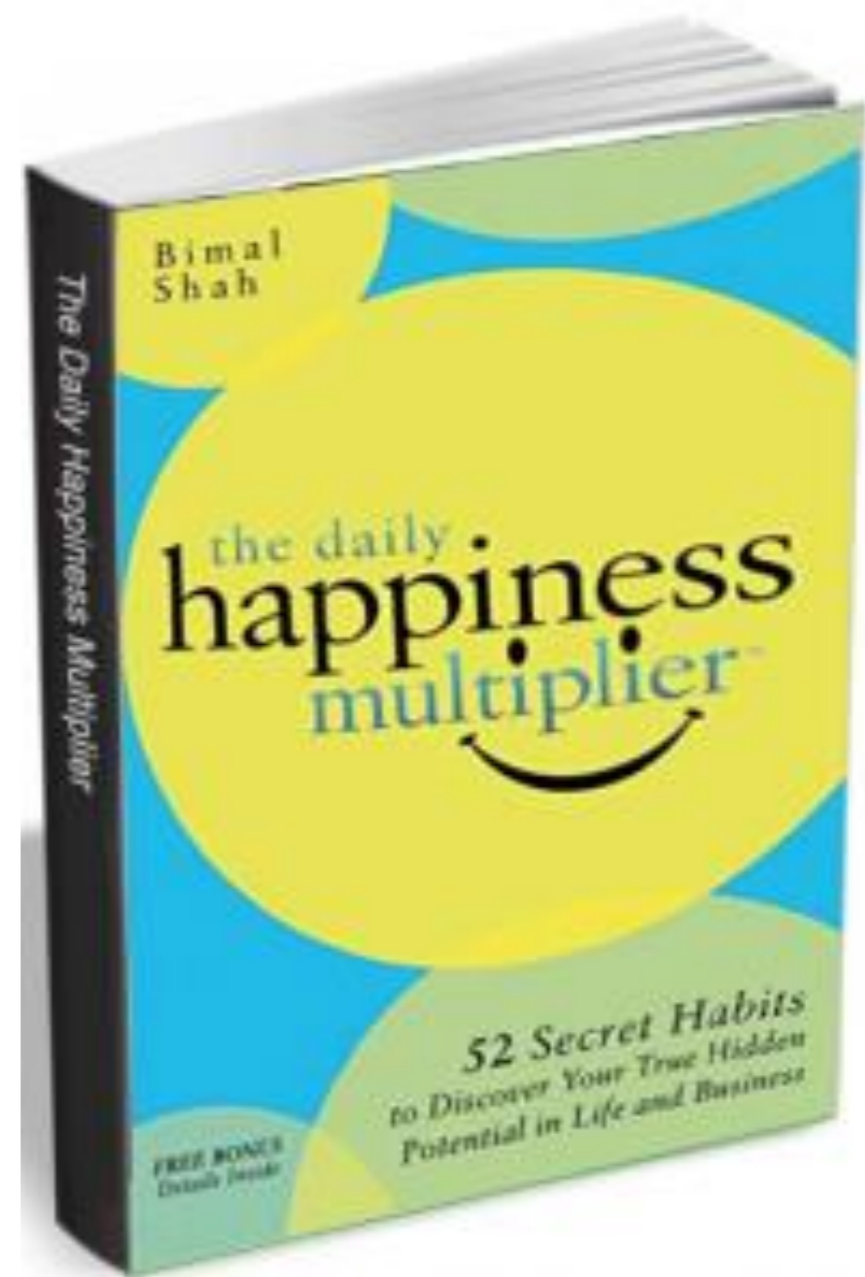
- ▶ He is a global award winning entrepreneur
- ▶ He is the CEO of Rajparth Achievers that provide unique and customized consulting to executives and teams of companies to positively impact their bottom line
- ▶ He is on a die-hard mission to help entrepreneurs achieve new levels of prosperity and success in life and work by building and maintaining customized systems that provide security from enemies of Prosperity.
- ▶ He has been successfully training and coaching entrepreneurs, executives, and employees to take their life and work to a whole new level.
- ▶ His success is founded on three foundations-Thrive, Transform and Transcend. He wants to share that with the world to empower them with a meaningful life and a passionate productive work every day.
- ▶ He is a lifetime member of the Million Dollar Round Table and Top of the Table, the highest level of recognition in the financial services industry.
- ▶ He has been recognized every year in the **Who's** Who in the USA
- ▶ He was awarded the Global Corporate Award in 2014 for being the best in the USA in the life insurance category
- ▶ He is well a well known executive leadership coach in South Florida.
- ▶ He is a Chartered Financial Consultant (ChFC), Chartered Life Underwriter (CLU), and a Certified Advisor in Senior Living (CASL).



# Bimal is also a best seller author

## The Daily happiness multiplier

52 Secret Habits to discover your true hidden potential in life and business



# Secret #1

We must become what we came here to become by discovering our unique gifts. It is our fundamental duty to ourselves.

These gifts are a combination of talents, interests and capabilities unique to each one of us.

At the heart of who you are, lies the secret to your greatest success, best quality of life, and biggest contribution to the world.

This is your gift or your unique ability, a hard wired set of natural talents that you are passionate about doing in every area of your life.

**It's you at your best!**- You Owe it To Yourself.

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# The Three essentials to Discovering Your Unique Ability



Habits

To Empower your Unique Ability

Planning

For Breakthroughs

Accountability

To Be On Track

Your world is a living expression of how you are using and have used your mind.

# Best way to build the Three Essentials

## Habits

You need an expert to build great habits and instill in you great thoughts. The state and quality of our lives right now is a direct reflection of our daily habits.

Replacing habits is not an easy task and the easiest way to do it is to work with an expert who has changed his own habits successfully.

Sir Mahatma Gandhi once said

“ A Good Thought leads to Good Words to Good Habits to Good Deeds lead to Good Character and Ultimately to A Great Destiny.”

A great thought comes with Planning and Accountability.

**“Bad Habits can eat Your Good Intentions for Breakfast.”**

# Changing your habits

**REPLACE YOUR  
TOP  
5 TIME WASTER  
HABITS WITH  
5 TOP  
PRODUCTIVE  
HABITS**

Waster habits are checking social media, constantly checking emails, watching TV, eating when not hungry, etc.

**CHANGING YOUR HABITS**

WHAT ARE YOUR TOP 5 "TIME WASTER" HABITS?

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

5) \_\_\_\_\_

WHAT WILL BE YOUR TOP 5 "PRODUCTIVE TIME" REPLACEMENT HABITS?

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

4) \_\_\_\_\_

5) \_\_\_\_\_



# Best way to Build The Three Essentials

## Planning

**“Plans are nothing. Planning is Everything.”**

- Dwight Eisenhower.

You need an expert who can consult with you and develop systems and strategies that actually work to help you scale your business and triple your income.

An Expert can help you develop the right plans and put those in action. Without successful execution, plans mean nothing.

# Best way to Build the Three Essentials

## Accountability

**“If You can’t measure it you can’t improve it”**

- Peter Drucker

You need someone who can hold you accountable for your goals, habits, actions that you were to take by a certain deadline and troubleshoot with you if you are not able to. Accountability is your ability to count and it is very easy to have an expert give you a reflection of your own self that you are many a times not able to see and think.

The best place to start measuring is with your goals...

# Setting up your goals, vision and mission

## List of goals, vision, and mission

If you do not have a clear list of goals, I can guess your bank account balance by a few hundred dollars.

## Accountability partner

Most people set up goals for the new year and because they do not have an accountability partner, more often than not, those goals are never accomplished.

**“With definite goals you release your own power and things start happening.” Zig Ziglar**

# Setting up your goals

Goals should include:

Personal

Professional

Family

Financial

Health and Physical

Faith

Public Service

Artistic

Social

Self Development

- Goals guide and direct behavior.
- Goals provide clarity.
- Goals provide challenges and standards.
- Goals reflect what the goal setters consider important.
- Goals help improve performance.
- Goals increase the motivation to achieve.
- Goals help increase your pride and satisfaction in your achievements.
- Goals improve your self-confidence.
- Goals help decrease negative attitude.

People who use goal-setting effectively suffer less from stress, are better able to concentrate, show more self-confidence, and seem to feel happier.

# Goals Vs Desires

To succeed in Goal Setting, it is important to understand the difference between Goals and Desires.

## Desires

- I Want to get rid of 10 lbs.
- I want to make a Million Dollars.

## Goals:

- I want to do cardio and strength Exercise for one hour a day.
- I want to make \$1 million from 100 Customers within a 10 Mile radius With a commission of \$10,000 per Customer.

A goal properly written allows you to develop next steps

# Goals need to be S.M.A.R.T.

A S.M.A.R.T. goal is a goal that gets you to start working and working smart, hard, and fast. Look at the new SMART and see what it does to your thinking.

S: SCARY

M: Methodical

A: Audacious

R: Rare

T: Triggers New Behavior

Sample weak goals:

I want to be a millionaire

I want to be famous

I want to list million dollar homes

I will exercise more

A goal that gets you new breakthroughs is a dream that unfolds many other dreams.

# Secret #2

Identify your biggest frustrations, pains or challenges then set up systems for how to relieve them.

What's your biggest Frustration, Pain, or Challenge?


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Or Check (✓) one or more of the Below:

<input type="checkbox"/> Time Management	<input type="checkbox"/> Stressed Every Day
<input type="checkbox"/> Leadership	<input type="checkbox"/> Going in Many Different Directions
<input type="checkbox"/> Daily Interruptions	<input type="checkbox"/> Can't Say NO
<input type="checkbox"/> Compliance and Regulations	<input type="checkbox"/> Actions and Implementation
<input type="checkbox"/> Operations Management	<input type="checkbox"/> Limited Budget
<input type="checkbox"/> Paperwork	<input type="checkbox"/> Accounts Receivables
<input type="checkbox"/> Clutter/Things Unorganized	<input type="checkbox"/> Advertising that has little or no Response
<input type="checkbox"/> Project Management	<input type="checkbox"/> Employees
<input type="checkbox"/> Closing Ratio	<input type="checkbox"/> Frictions within Team
<input type="checkbox"/> Digital Life	<input type="checkbox"/> Employee Turnover
<input type="checkbox"/> Economy	<input type="checkbox"/> Hiring the Wrong People
<input type="checkbox"/> Competition	<input type="checkbox"/> Getting Everybody Punctual
<input type="checkbox"/> Rejections	<input type="checkbox"/> Tasks Not Understood by Team
<input type="checkbox"/> Failing on Commitments	<input type="checkbox"/> Feel Like One—Man Show even with Team
<input type="checkbox"/> Indecisive Customers	<input type="checkbox"/> Lead Generation
<input type="checkbox"/> Client Unhappiness	<input type="checkbox"/> Customers
<input type="checkbox"/> Inconsistent Work	<input type="checkbox"/> Marketing
<input type="checkbox"/> Not Generating Referrals	<input type="checkbox"/> Sales Training
<input type="checkbox"/> Cash Flow	<input type="checkbox"/> Delegation
<input type="checkbox"/> Debt	
<input type="checkbox"/> Work-Life Balance	

 An Idea for Growth: Register at [www.TheOneYearBreakthrough.com](http://www.TheOneYearBreakthrough.com) to resolve your biggest frustration.

Frustrations are simply proof that there is a missing system.

# Top 3 frustrations

Time management



Lack of focus



Prospecting





# Your daily time management system

Your daily time management system						For: _____ Start Date: _____ End _____ Date: _____	
Charge				Pro-Active Control			
My Charge Time is from _____ to _____				My Proactive Time is from _____ to _____			
Start Time	No.	Your 3-5 Charging Activities	End Time	Start Time	No.	Your 3-5 Most Valuable Activities	End Time
	1				1		
	2				2		
	3				3		
	4				4		
	5				5		
Half Time							
My Half Time is from _____ to _____							
Start Time	No.	Your One to Three Recharging Activities					End Time
	1						
	2						
	3						
Reactive				Disconnect to Connect			
My Reactive Time is From _____ to _____				My Disconnect Time is From _____ to _____			
Your Top 3-5 Reactive Habits				Start Time	No.	Your 3-5 Connecting Activities	End Time
1					1		
2					2		
3					3		
4					4		
5					5		
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# Get clarity on your ideal prospect

**How do you get Customers?**

What is your current Lead Generation system?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Define your Ideal Customer by giving your customer a name and writing a short story about him or her:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What are the top three reasons preventing you acquiring that ideal customer?

1. \_\_\_\_\_


\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

 An Idea for Growth: Register at [www.TheOneYearBreakthrough.com](http://www.TheOneYearBreakthrough.com) to learn how to acquire your ideal customers.

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Twenty percent of all real estate salespeople make 80% of all sales, which means 80% of a sales force fights over the remaining 20% of business

# Secret # 3

## Build a clear 3 year vision to triple your income

Build your  
vision  
statement

**Where do you want to be in Three Years?**

If you were meeting yourself three years from today, And you had a magic wand in your hand to make happen whatever picture you want to see, what picture would you like to see in three years to make you **feel happy?** (A picture that makes you feel that you had meaningful progress in your life, both personally and professionally)

Meaningful Personal Progress:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Meaningful Professional Progress:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

What are the top three reasons preventing you or opposing you from achieving the vision above today? (Why aren't you here today and what are the top three obstacles?)

1. \_\_\_\_\_


\_\_\_\_\_

2. \_\_\_\_\_

\_\_\_\_\_

3. \_\_\_\_\_

\_\_\_\_\_

 An Idea for Growth: Register at [www.TheOneYearBreakthrough.com](http://www.TheOneYearBreakthrough.com) to bring Clarity to your Vision.

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# Secret # 4

Identify your three biggest obstacles that are preventing you from attaining your goals and then set up systems to eliminate them

## Identify what will prevent you from getting to your goals

Why wouldn't you be there tomorrow?

Step 1- Identify the Three most important reasons  
You wouldn't be there.

What are the Top three reasons or obstacles that WILL PREVENT you getting to where you want to be?

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_



An Idea for Growth: Visit  
[www.TheOneYearBreakthrough.com](http://www.TheOneYearBreakthrough.com) to create  
strategies for future obstacles.

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# Secret # 5

Identify your  
three biggest  
opportunities

## Identify Your Three Biggest Opportunities

How do you get to your Three-Year Vision?

Step 2- Identify the Three most important changes and Improvements You need to make.

What are the Top three things that you need to improve (what's working) upon to achieve your Vision?

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

What are the Top three things that you need to change (what's not working) upon to achieve your Vision?

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_




An Idea for Growth: Register at  
[www.TheOneYearBreakthrough.com](http://www.TheOneYearBreakthrough.com) to bring  
execution for your ideas and actions.

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# Opportunity # 1

## The Tripling Triad™

The Tool to help you Triple Your Income

		<b>The Tripling Triad™</b>			Your Name: _____ Start Date: _____ End Date: _____ Income Goal Date: _____	
<b>Triad(Connector) 1: Calculate Your Hourly Pay</b>						
What Is your Current Income?		What would Triple Your Income Be? (A)		Your Target Hourly Pay: Divide (A)/1500 (Total number of working hours) (B)		Average No. of Hours Invested from first engagement to money in the bank {C}
					Your New Target Income Per Customer. (B X C)	Number of Customers Needed to Triple Your Income. (A/C)
<b>Triad (Connector) 2: Define Your Ideal Customer that will pay you the New Target Income.</b>						
Write a Story on your ideal customer- Give Your customer a name, write about their concerns, frustrations of working with people like you, keeps them awake at night, what conversations they have in their head before talking to you?						
<b>Triad (Connector) No. 3: Create Value to an extent that your income is only a small Fraction of the Value</b>						
What are the Top 5 Essential Value items you need to create for your ideal customer to get him to talk to you and do business with you?	1					
	2					
	3					
	4					
	5					
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# Let's calculate your pay

What is your current yearly income	Let's triple that amount. (A)	Your target hourly pay (B):	Average # of hours invested from first engagement to closing (C)	Your new target income per customer (B x C)	Number of clients needed to triple your income (A/BxC)
\$50,000	\$150,000	$\$150,000/1,500 = \$100/\text{hr}$	20	\$2,000	75
\$100,000	\$300,000	$\$300,000/1500 = \$200/\text{hr}$	40	\$8,000	37.5
\$300,000	\$900,000	$\$900,000/1500 = \$600/\text{hr}$	40	\$24,000	37.5



# The 80/20 rule

80 % of your income comes from 20% of your customers  
You need to focus on your 20 %

Once you know well your customer, you can target your marketing to those particular customers that match criteria rather than chasing anybody and everybody .

# Three Steps to Finding Your Ideal Customer

1. Look into the 20 percent Customers that paid you the 80 Percent income or revenue in the last 12 months.
2. Out of all those customers, pick your current ideal Customer.
3. Find out how many customers you would need like Those to triple your income.

Once you know well your customer, you can target your marketing to those particular customers that match criteria rather than chasing anybody and everybody .

# Identify your ideal customer that will pay you the new target Income

Write a Story on your ideal customer. Give your customer a name, write about their concerns, frustrations of working with agents like you, what keeps them awake at night, what conversations they have in their head before talking to you?

What are the Top 5 Essential Value items you need to create for your ideal customer to get him to talk to you and do business with you?

# Opportunity #2

If pictures are worth a 1000 words then a road-map is worth 1000 pictures.

- Quarter by Quarter plan on how each agent can triple their plan
- Create a customized plan to triple your listings
- Build a silent buyers market
- Create an effective marketing system no matter what your budget
- Identify your five MVPs and MVAs for each quarter
- Use “**The Good Job Measurer™**” to make sure every day is a great day

# Opportunity #3

- Daily Accountability
- Collaboration Coaching to keep you on track to triple your income
- Leveraging hundreds biggest achievements every month resulting in hundreds of different strategies executed and discussed in a year
- Even if 10% of those were executed, you could easily grow to your 1st Million
- Capturing hundreds of biggest opportunities every month
- The Implementation **Guarantor**<sup>™</sup> tool to guarantee execution
- Best of all: "Guaranteed Results" as long as actions are taken by the deadline

# Secret # 6

Stand out from the crowd

Identify your  
three biggest  
differentiators



Are you great at communication, do you speak different languages, great at perseverance, integrity, honesty, great at marketing, extremely passionate, patience, great at following up, etc.?

# The difference between Tellers and Sellers

To be a top performer in the real estate industry, you need to be an effective seller not an effective teller.

Tellers	Sellers
Give information	Solve problems
Leave decision to the prospect	Gain Conviction
Present features	Translates features into benefits
Avoids rejection	Risks rejection
Try to win by showing knowledge	Wins by closing sales
Use rational level	Uses emotional and rational levels
Reactive	Proactive
Want structure and stability	Accepts uncertainty as the norm
Identify needs	Make Compelling Offer

# Attributes of top real estate sales people that Improve sales performance

Successful real estate salespeople possess common attributes:

Highly successful real estate salespeople are intelligent

Have above average ambition and determination

Are intensely goal-oriented

Can easily approach strangers

Possess a high energy level

Are self-confident

Can view obstacles as challenges

Have the ability to deal with complex ideas and concepts

Make quick analyses and judgments

Negotiate systematically and persistently

Manage and organize time systematically



## Secret # 7

There are no get rich quick schemes or instant solutions just strategies that you can implement starting today.

Same thoughts = Same Choices

Same Choices = Same Behaviors

Same Behaviors = Same Experience and results

Insanity vs Ingenuity- What would you rather have?

**The truth is most real estate agents won't make over \$50,000 per year.**

# Are you ready to think differently?

How you think about business  
is how you end up doing business

Most successful real estate agents realize they  
**can't do it alone and work with a team and find a**  
way to get work done

The truth is most real estate agents won't make over  
\$50,000 per year.

# Are you ready to act differently?

## Most successful people, have accountability partners



Tony Robbins has:  
Health and fitness coach  
Nutrition coach  
Voice coach  
Relationship coach  
Business coach  
Marketing coach  
Spiritual coach



Bill Gates  
Business coach  
Health and nutrition  
Nutrition coach  
Poker coach



Eric Smith  
CEO Google  
Business coach  
Health and nutrition  
Nutrition coach  
Golf coach

Warren Buffet, Jim Rohn, Mel Robbins, all US Presidents, JV Crum II, Lewis Howes, JB Glossinger, etc.

# Advantages of working with a coach

The outcomes that clients most often attribute to their coaching are:

- A higher level of self-awareness: 67.6%
- Smarter goal-setting: 62.4%
- A more balanced life: 60.5%
- Lower stress levels: 57.1%
- Self-discovery: 52.9%
- More self-confidence: 52.4%
- Improvement in quality of life: 43.3%
- Enhanced communication skills: 39.5%
- Project completion: 35.7%
- Health or fitness improvement: 33.8%
- Better relationships with boss or co-workers: 33.3%
- Better family relationships: 33.3%
- Increased energy: 31.9%
- More fun: 31.9%
- More income: 25.7%
- Stopped a bad habit: 25.7%
- Change in career: 24.3%
- More free time: 22.9%
- Increased profitability of business: 17.1%
- Started new business: 12.9%
- Empowered employees: 11.0%

When asked the value of the coaching investment, 98.5% of coaching clients said their investment in a coach was well worth the money

This information is an excerpt from the International Coaching Federation's (ICF) Client Survey

Hope this gives you a clear picture of the benefits of coaching. **I'm a firm believer that everyone needs and benefits from having a coach. Whether you're looking to grow your business or have a more personal goal, having a coach, by your side, empowering you, is a value rich in its concept.**

# What people are saying about Bimal

After just one workshop and six calls, I am on track to double my business, spend more time with my family, and getting closer to achieving my three year vision.”

Erick Gonzalez  
Advantage PA Restoration

“**Before** I was working 70-80 hours a week, now it's down to 45-55 hours a week. Personal impact has allowed me to spend more time with my family. Financial impact has been priceless because of the time saved.

If you are struggling, definitely consider hiring Bimal. His coaching has helped me plan and organize where I want the business to go. Bimal has also taught me to push my limits and think about things more in detail on why I am doing this.”

Reginald Andre  
Ark Solvers, Inc.

# What people are saying about Bimal

We had a lot of friction and conflict in our team. Through **Bimal's** team engagement workshops, we were able to resolve our challenges and got the team happily engaged. With his help, I no longer have sleepless nights and stress.

Warren Freistat

**Bimal's** workshops have further reinforced and enhanced some aspects of my leadership, in that he has brought on a fresh perspective to my role as a leader of the company. In addition to Bimal being a very engaging and energetic personality, he also has an open minded and unique perspective to making learning a fun-filled experience for my staff which then adds immeasurable value to my company.

Terry Sgammato from [www.stirlinginsurance.com](http://www.stirlinginsurance.com)

# What people are saying about Bimal

I have taken several coaching workshops in the last 10 years, and when a friend kept insisting that I meet Bimal, I decided to attend one of his workshops. I was so happy to have met Bimal, he is one of the most creative **person's** I have ever met, he coaches people in different industries with as much confidence as if it was his own business. After doing one workshop with Bimal and applying his advice, my income started increasing. I recommend that everyone that wants to take their career to the next level to use a coach and when they chose to use Bimal, they will be very lucky and their career will sky rocket.

Claudia Herrera from [www.fundsforprojects.com](http://www.fundsforprojects.com)

For additional video testimonials, you can go to:  
[www.theoneyearbreakthrough.com/testimonials](http://www.theoneyearbreakthrough.com/testimonials)

# What people are saying about Bimal

Before **Bimal's** workshops, we were very disorganized, not able to respond to challenges and my team lacked in conquering unexpected and unpredictable events. After just 3 workshops everyone was able to come together, the positive effects were felt immediately, the team became very cohesive and better respond to my leadership style.

Dr. Khalil Khan. Davie, FL

For additional video testimonials, you can go to:  
[www.theoneyearbreakthrough.com/testimonials](http://www.theoneyearbreakthrough.com/testimonials)



# Bimal's Coaching

Bimal has designed strategies and ideas that have made entrepreneurs pioneers in their business.

He has developed the accountability systems to provide daily measurements and processes to achieve the exponential growth.

He provides unique and customized coaching to executives and teams of companies to positively impact their bottom line.

Indecision is the greatest thief of opportunity,  
are you ready to take action?

# Triple your income Road Map

- 1) We must become what we came here to do by discovering our own unique gifts
- 2) Identify your biggest frustrations, pains or challenges then set up systems for how to relieve them.
- 3) Build a clear 3 year vision to triple your income.
- 4) Identify your three biggest obstacles that are preventing you from attaining your goals and then set up systems to eliminate them.
- 5) Identify your three biggest opportunities
- 6) Identify your three biggest differentiators
- 7) There are no get rich quick schemes or instant solutions just strategies that you can implement starting today.

**As a way of thanking you for attending this webinar Bimal is giving a free coaching session to the first 50 people that register here:**

**[www.theoneyearbreakthrough.com/freesession](http://www.theoneyearbreakthrough.com/freesession)**

**The coaching session can be in person, via Skype, Zoom, or telephone.**