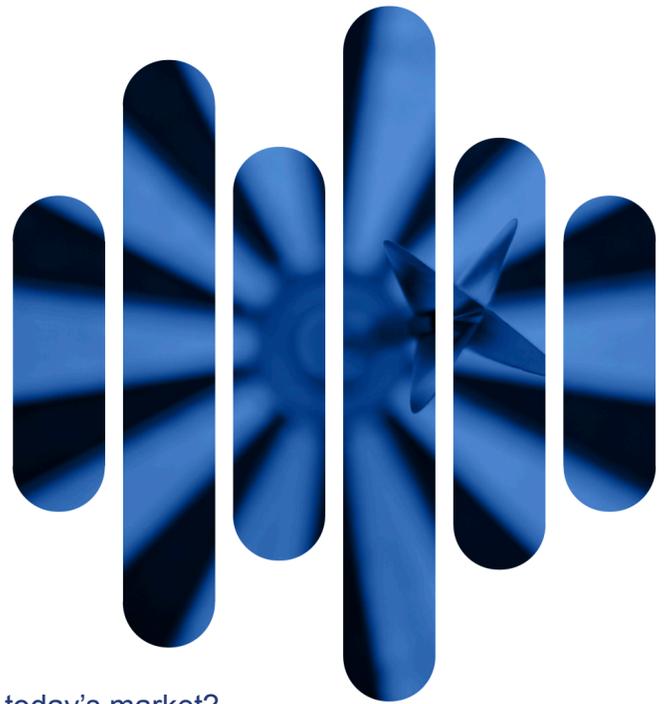


INTENTIONAL AGENT MINDSET

Cultivate Daily Habits for Real Estate Success

Presented by **Evan Fuchs**
ABR, CRB, CRS, GRI, RENE, RSPS, SRS, e-PRO



Struggling to juggle productivity and a personal life in today's market?

This session reveals how to transform your career by adopting an intentional mindset and a few simple habits. Learn actionable strategies to streamline your workflow, build lasting client relationships, and sustain a thriving business. With ready-to-use forms, scripts, and worksheets refined over 25 years of brokerage leadership, you can accomplish more in less time, grow your business, and achieve a healthier work-life balance.

AFTER THIS SESSION, YOU WILL BE ABLE TO:

- Shift from salesperson to trusted advisor to deepen relationships.
- Use time-saving systems to reduce stress and boost productivity.
- Apply proven strategies to grow your business without burning out.

SESSION OUTLINE:

- Welcome + Mindset Shift
- From Purpose to Practice: Align with Intention, Direction, and Action
- The 7 Habits of Intentional Agents
- Tools in Action: Systems and Scripts
- Reflection + Commitment



ALIGN WITH INTENTION

From purpose to practice

Check your alignment so your next step moves you in the right direction.



INTENTION

*Why am I
doing this?*



DIRECTION

*Where am I
going?*



ACTION

*What am I
doing today?*

Intention

Why am I building this career? Who do I aspire to be?
(See next page to define your best work.)

Direction

Is my current path aligned with that vision? What needs to shift?

Action

What's one step I'll take this week to move me toward who I want to be?

B.E.S.T. OF ME: Doing My Best Work

Use this page to clarify how you show up when you're at your best.

BEHAVIOR

- How do I show up when I'm at my best?
- What actions or habits reflect my values?
- How am I perceived when I'm truly engaged?

ENERGY

- What gives me energy?
- What drains me?
- What conditions help me thrive?

STRENGTHS

- What am I naturally good at?
- What do people count on me for?
- What makes me feel confident and capable?

TRAJECTORY

- Where am I headed?
- What goals or changes excite me?
- What direction feels most aligned right now?

ACTION PLAN



IDENTIFY YOUR LEAD HABIT

*Which of the 7 Habits will you lead with?
Write it down and why it matters right now.*



NAME ONE SHIFT

*What's one small shift you can make to align your actions with your intention?
(Example: Block time for proactive work, update your intake form, say no to something.)*



COMMIT TO ONE ACTION

*What specific action will you take in the next 3 days to move forward with purpose?
Your calendar is your friend. Schedule it and follow through. 🔥*

Evan Fuchs is a national speaker, leadership trainer, and long-time broker-owner who helps real estate professionals and associations turn ideas into action. Known for his down-to-earth style and real-world insight, he delivers practical, engaging programs that empower individuals and teams with the skills, strategies, and confidence to lead and succeed.



*More Handouts
& Resources*

