



ROSS LE QUESNE

BILLION DOLLAR *Broker*

The Mortgage Broker FastTrack Formula

SESSION 2

Today's agenda

- Time Drains
- Outlook Hacks
- Ideal Day
- Recap, summary actions





Time Drains Exercise

1. Write a list of all the activities that are draining your time?

2. Out of that list, choose 3 that you could easily eradicate without changing entire processes

1

2

3

3. How much time would you save per day & per week if each of these drains were eradicated

1

2

3

Total Time Saved per day:

Total Time Saved per week:

4. What other impact would removing these time drains have for you? (e.g. way you feel, organisation, revenue, loans settled etc?)

4. How would you eradicate these? What steps would you need take and how would you do this?

6. What is the next step, you can take within next 24hrs, to start to remove these from your day

5. On a Scale of 1 to 10, how committed are you to removing these from your day? (*10 – a Must, 1 – not committed at all*)

Share your Drains.. Type in the Chat

1. Your 3 Time Drains
2. Total time saved in your day if you eradicated these
3. How committed you are to eradicate them, Scale 1-10
4. Next Step to eradicate these times drains





Ideal Day Schedule Exercise

If you don't have control over your day, it will have control over you!

Lets now take our power back! And consciously map out how we want to use our time

Time	Task/ Area/ Who with
5am - 6am	
7am – 8am	
8am – 9am	
9 – 10am	
10 – 11am	
11am – 12pm	
1pm – 2pm	
2pm – 3pm	
3pm – 4pm	
4pm – 5pm	
5pm – 6pm	
4pm – 5pm	
5pm – 6pm	
6pm – 7pm	

1. How will I implement this daily Schedule?
What steps do need take, and how will manage It daily?

1

2

3

2. What are roadblocks or challenges stop you from implementing daily schedule? And how will you resolve these?

NOTES

NOTES

ACTIONS FOR THE WEEK

1

Lead Gen

20 minutes per day
& record tracker

2

Time drains

Start remove 3 Time
drains in week, day

3

Daily schedule

Spend 5 -10 minutes in
afternoon before or at
night map out daily
schedule for next day