

Christine Estes



Connected... to meet your needs

"Always bear in mind that your own resolution to succeed is more important than any one thing."

– Abraham Lincoln

Dear Friend,

December 2007

Every year, people around the globe form their list of New Year's resolutions, and each year, many of these goals fall by the wayside. It's not because we don't really want to accomplish the change; many times we just don't know how. Thankfully, there are ways that we can not only make resolutions, but stick with them so that they can become positive routines – habits that we don't have to think about, we just do.

This month's mailing focuses on setting and keeping resolutions. You will find a list of good examples to draw inspiration from and a guide to conquering procrastination. (My favorite is to "think small," or perhaps, better yet, to "start small." For me, a key commitment is to review my affirmations every morning – five minutes; I can do that! Of course my affirmations have all kinds of other things that I believe in and want to achieve, but I'm not telling myself I have to do that immediately. I'm counting on my subconscious mind to help me to get to the point that doing all of those things is part of the routine!) You will also find a handy worksheet on the backside to fill out as you go – so you can actually see your new resolutions become everyday habits.

The New Year is a great time to be thankful for all that we have accomplished, and to know that we can make this next one better still if we keep working on us. And just as I have personal commitments such as the one above, I have business commitments to continue to make to you as well – to continue to deliver value and service, no matter what your need or your timing. (We love having clients who don't want to move! Just please introduce me to your friends and family members who do! Thank you for helping me to meet new people.)

Some quick housekeeping notes for you:

- Our next feng shui class is coming up on Saturday, January 12th. There's still room; come and bring a friend too! Just please call or email me to let me know how many you will be.
- Please check out the special offers on the enclosed coupon – come one, come all.
- Thanks to those of you who nominated me for the Seattle Magazine's 5-Star Award for exceptional real estate service for the second year. It's a pleasure to be included.
- Credit scores are becoming more and more important. Yesterday's 'good' scores will still cost someone more to borrow money today. We can connect you with good advice; just call or email me.
- Would you prefer to get this information via email? We would include a link to my website where you could read the letter and flyer and then decide if you want to print them. I am happy to continue mailing hardcopy to you – this is only about your preference. Just let me know...

Sincerely,

One of my goals is to be sure that the people that you know also get my kind of service!... If you know of someone who would appreciate the level of service I provide, even if it's just these mailings or coming to one of the classes, please call me with their name and business number, and I'll be happy to follow up and take great care of them.

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**Windermere
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Special Coupons Just for You!

Ladie at the Destination Spa and Salon at the Crossroads Shopping Center in Bellevue is offering 20% off her hair styling services through the end of February. Ladie is working with Ramyn, the talented stylist who has been taking care of Stu and me for over ten years. **425-644-0203**

AA Window and Gutter Cleaning (and air pressure roof cleaning and moss treatment) is offering \$20 off jobs costing over \$150 if you tell them I sent you. Brett's folks have been taking care of many of my clients as well as my own home since early 2005. **425-482-6716**

A new year. ● ● ● ● ● ●

A new you.

January 1 – a day of new beginnings, and it's coming soon. The new year is a natural time for you to take stock of your life and make a change for the better. Here are some suggestions to help you actually keep those resolutions.

- ★ **Think small.** (Or at least doable.) If resolving to lose 50 pounds is a bit overwhelming, commit to a "no snacking after dinner" policy. Smaller goals give you a greater chance for success.
- ★ **Begin in December.** Why not get started now? A new year is an attractive time to change, but convincing yourself you don't need excuses to change can be even more helpful.
- ★ **Have a strategy.** What will it take for you to achieve your goal? Set up a plan for how you will get to the gym every morning or how you intend to set money aside to build up your savings account.
- ★ **List the pros and cons.** Make a list of the pros and cons of your resolution and refer to it when you need help or motivation to stick to your goals.
- ★ **Don't be shy!** Tell all your friends and family about your resolution. That way, when you reach for yet another chocolate glazed donut, you'll have support from others who will hold you accountable.
- ★ **Take tiny steps.** Track your progress. Small, bite-sized goals are easier to digest. And don't forget to celebrate each milestone.
- ★ **Be nice to yourself.** If you go off your diet on a particular day, that's okay. Simply re-evaluate your goals and get on track the next day.

What's your resolution?

- ★ Work harder.
- ★ Play more.
- ★ Lose weight.
- ★ Eat right.
- ★ Learn something new.
- ★ Walk for 30 minutes every day.
- ★ Be on time.
- ★ Watch more sunsets.
- ★ Consider a new career.
- ★ Say "thank you" often.
- ★ Quit drinking soda.
- ★ Call a long-lost friend.
- ★ Organize the garage.
- ★ Stop smoking.
- ★ Get rid of clutter.
- ★ Spend more time with family.
- ★ Improve time management.
- ★ Volunteer.

63%
of people
are faithful
to their
resolutions.

It's easier
to start a
new habit
than break
an old one.

67%
of people make
three or four
resolutions.

The top four resolutions:

- ★ Increase exercise.
- ★ Work harder at school or at work.
- ★ Adopt better eating habits.
- ★ Stop drinking/smoking.

Resolution: Stop procrastinating.

To rid yourself of this pesky problem and get you on your way, consider the following:

- ★ **What's the reason?** Are you afraid of failing? Are you distracted? Are you bored? Is it really that important to you?
- ★ **Taskmaster.** If a large project overwhelms you, break it up into smaller steps.
- ★ **Short attention span?** It's easier to commit to working hard for an hour than all day. Take breaks.
- ★ **Turn off the TV.** Eliminate any possible distractions by turning off the radio or computer and shutting down your Internet browser—whatever it takes to allow you to focus on the task at hand.



Ready, set, goal. 10 steps to getting what you want.

1 Choose a goal.

Specifically ask yourself, what is it that I want?
Write it down below. Be bold and assign a deadline.

2 What will make attaining this easier?

If you want to learn how to cook, try taking a cooking class.
Or if you want to start exercising, try signing up for a new gym membership.

3 What's my motivation?

What is it about your resolution that motivates you?
If you're seeking a new job, is your motivation a higher salary?
A more challenging position?

4 Obstacles and solutions.

Write out your obstacles that hinder your resolutions and possible solutions that can help you overcome these obstacles.
For example, if you want to lose weight, you could write:
obstacle—I nibble; solution—keep chips out of the house.

5 What's my roadmap to success?

Create a plan. Do you want clean closets? First, get rid of unused stuff. Figure out what organizers you need to help you achieve your goal, then make the time to do it.

6 My moral support.

List the people you can rely on. Is there a friend who will go for walks with you at those times when you really want pie?
A relative who works in the industry you're trying to get into who can mentor you?

7 Visualize.

Imagine yourself achieving your goal. Picture the new home, the organized desk, yourself crossing the finish line of that 5k race.

8 My slogan.

Think positive. Use affirmations and a progressive approach such as "I can do this," "I am strong and successful" or "I won't quit no matter what."

9 The carrot.

Develop a plan for rewarding yourself. A new outfit for when you lose your next 10 pounds? A new house closer to that new job you're working for?

10 Keep it posted.

Hang this worksheet on your bathroom mirror or wherever you'll see it.