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Real Estate Investing Podcast

Decide Today

Hosted by: Joe McCall

Hey, what's up guys? Joe McCall, REI In Your Car.

Hope you all are doing well. Got something cool to share with you. I've been thinking about this. Um, this one, uh, it's a... it's a couple different paragraphs from my new book on wholesaling lease options. And I don't even have a url or domain to tell you yet on how to go get it, but I'm going to read a couple paragraphs for you that I think are pretty succinct and to the point. And if I were to just to talk about it off the top of my head while I'm driving, you would be bored.

So, I'm going to pull over here and read these two paragraphs to you, okay? And then I'll talk about it while I drive. Um, here is a bit of word nerd insight. Did you know that the root of the word decide is cide, which actually means death... cide, right?

Homicide, suicide, frack... fratricide I think I've said it here. Pesticide. These are all terms we're familiar with. The word decide quite literally means no other options. It's as if any other alternative is dead. Interesting, isn't it? So that's what happens when you decide to take this business seriously. You have killed off every other course of action. That doesn't mean everything will be perfect, but it means you have resolved to move forward. You have decided to take this stuff seriously and that puts you in the top 1% of people out there.

Huh... isn't that interesting? Decide means no other course of action. It was in the context of talking about one of the seven success principles I have in the last chapter of the book... one of them being take this seriously. Like, you gotta, stop farting around. That's the nice word of it. You've got to stop farting around and start taking this business seriously.

And, uh, you need to decide to take massive action today. You can't be in it har... halfhearted. You can't be in it and say, you know what? I'm just going to try it out and see if it works. I'm going to send a few hundred postcards. No, you can't do that. You've got to be you to... what's that phrase? You've got to burn the ships. Burn the bridges, burn something. And say, man, I'm going to do this. I'm going to make it work.



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You got to go all in. I think I was talking about this the other day actually in a podcast. But there's the, uh, this podcast I did with this guy, Gregory Hodges, and it's a really good podcast. You should go listen to it. And he talked about his philosophy and being successful in real estate. And was like F-it. He didn't use that word, he used the real word and he's going to do it.

And he made it happen because of his... he decided that he was going to do it and he killed off everything else. He killed off every alternative. Uh, he didn't let excuses stand in the way. He didn't let the fact that he didn't have the money to buy the deals; he didn't have the buyers yet; he didn't know which contracts to use; he didn't know what to say. He's like, F-it. I'm going to figure it out as I go. And he decided to do it. And guess what? He had tremendous success.

I love that story. I talk about it a lot. His name is Gregory Hodges. It's a podcast at Real Estate Investing Mastery.com, and I've interviewed him three times. It's the first one. So, I'd encourage you to go listen, listen to it. It's inspiring. But I want to ask you guys, have you decided that you want to have success in real estate?

Are you, are you still chasing a bunch of shiny objects? Sorry about the noise here. Let me turn the window up. Have you decided that you want to start seeing success? So, if you're going to make that decision, well, you gotta start thinking about what, uh, what are you... what are you doing with your time? Where are you spending your attention and your resources? Are you farting around on Facebook all day?

Are you doing silly things, stupid things that you shouldn't be doing that are just wasting your time... that are maybe \$5-an-hour activities, not the \$5... \$500 an-hour-activity that you should be focused on. Anyway, this is going to be a short podcast. I just wanted to, uh, to encourage you guys with that. Decide today that you're going to be a success and it'll happen. See you guys. Bye.