



# REAL ESTATE INVESTING MASTERY

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## Real Estate Investing Podcast

### **How To Be Super Productive In Your Real Estate Business**

*Hosted by: Joe McCall*

Hey, what's up everybody? Joe McCall, REI In Your Car. What's going on?

I'm going to do you a favor today. I'm driving to the bank to pick up a big fat cashier's check. Joy! Anyway, I am going to do you a favor because I just did a Facebook live and I went on and on and on and on and ramble for like nine and a half minutes. Almost 10. At least I got it under 10. So, I'm going to do you a favor and tell you exactly what I said on that Facebook live and I'm going to shorten it until like five minutes. Three minutes. Is that cool? All right. This is it.

Yesterday, I got a ton of crap done. I got a lot done right. I was brushing my teeth this morning. I was thinking about, why did I get so much done yesterday? And I realized it's super simple. My to do list normally is just monstrous, right? It's 300 miles long and it's like a diary for me for some reason. I think of anything just to get it out of my mind, I'll put it on a To Do List. Well, the problem with that is that it gets overwhelming when you look at it and you're like, what do I have to do? And so, when you get overwhelmed with a huge to do list, you get paralyzed. And for me it's just like I don't get anything done because I don't even know where to start. And so, then all I do is I put out little fires and I do unimportant stuff and I'm more reactionary instead of proactionary. That's not word. It's not. But it's not good to be reactive. You need to be proactive.

Well, the reason I got so much done yesterday, was because the night before, so Sunday night, I took my huge to do list and I just wrote it. I wrote down the only three things that I needed to do and even three things is too much. But I wrote down three things and that was it. And when I look at my to do list, I don't get stressed because all I see are three things and these are the three biggest things that I needed to do. The three big dominoes that I need to do. Well if I just push them over, everything else will just take care of itself. Really, I'd encourage you to just have one thing on that to do list, but I'm making progress slow. But sure, I can do three, right?

So anyway, I did that and I got only one and a half maybe of those three things done. But I felt so good that day and the next day, the morning, you know. I felt so good because I got a lot done and I wasn't complaining to my wife at dinner, by the way. She made some awesome chicken wings. Oh, so good. But I wasn't complaining to



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my wife about how much work I didn't get done and how busy the day was. Like, no. I was like, I got a lot done today. I good. It felt like a productive day. And it was really cool, and the only reason why is because I took my to do list that's really super long. For you, it could be just a yellow pad of paper and just write down the top one thing you got to do, maybe do two or three max, just write that down and that's it.

Just do it. And so I remember Monday morning, I'm thinking what I'm going to do. And I remembered, oh yeah, I made a list yesterday, last night. And I looked at that list and I didn't feel this overwhelming pressure. Like, oh, okay. And this one thing that I needed to do was super important. So anyway, just a little productivity hack that I think is going to help you. I'm going to say one more thing to that, too. If you've got this one big giant thing that you've got to do and he put that on your to do list, you can kind of look at that and be a little overwhelmed. But don't think lightly of the small, little baby steps. And what I mean by that is, you may think, "oh, I got this huge monster thing I got to do," and that can be overwhelming as well.

And you may be looking at this feeling I have. I just don't feel like I want to do this because I have no idea where to start. And then for me, I look at, okay, well what's the first little baby step? And I also, I think like, man, it's just a stupid little baby step. It's not that important. I don't feel like I'm motivated at all to work on this thing. But we know what happens when you just take that little step, that little baby step. All of a sudden, it's like, oh, okay, it wasn't too bad. And then you do the next little baby step and pretty soon you're like deep into it and you're super hyper productive. And for me, I'm like, Oh, here we go and I get on a roll. I'm rolling, I got this momentum going. And all of a sudden, this huge monstrous task that I thought was going to take hours and hours and hours of starting to make productivity on, I'm starting to be productive.

I'm starting to get stuff done. And it just builds on itself momentum, momentum. And all of a sudden like crushing it. I'm like, "bam! I'm a productivity ninja because I just started with that little baby step." That's why it felt so good this morning as I was brushing my teeth and I got a lot done yesterday and I'm going to be doing it again today. Just simplify this stuff, right? If you want to make a minimum wage salary then do minimum wage work. If you want to make a \$500 an hour salary then do \$500 an hour activities. And that's how you're going to break through and make a lot of money in this business. Cool? Alright. So that's five minutes. Bam! Almost six minutes. A little productivity hack. Think about that. Works for me. Works wonders for me. Let me tell you one other thing, too.

I just finished my book, My Wholesaling Lease Options book. Wholesaling, lease options. And so, as of now as I'm recording this, the site, the website is not up yet, but I think this podcast will be released in a week from now. I sent it to my podcast editing guys. What's up David and JP, how you doing? Anyway? So, if you want my wholesaling lease options book, I'm super excited about it. Go to [wlobook.com](http://wlobook.com) and check it out. It's super cool.



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You can read it in a couple three hours and I teach you how to do wholesaling, lease option deals. I'm excited about this book and it's really, really good. Wlobook.com. I ordered a bunch of them. I'll ship it to you. I think it's five or six bucks. Seven bucks maybe, to pay for the shipping and handling and I'll send you the book. There's also an option where you can get the audio book, the pdf of the book, and I throw in some bonuses there that are pretty cool. So, make sure you do those little things. All right guys, I appreciate you all. Wlobook.com. See ya.