



**Tom Panos**

Published by Susan Zheng [?] · August 2 at 7:00pm · 🌐

Watch me on TV hammer bad agents and vendors who make dumb mistakes on who they list with (3 mins). SHARE IF YOU AGREE (useful for vendors to know).



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869 shares 96 Comments



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Or watch here:

<https://www.facebook.com/tompanos.training/videos/578726005643849/>



2006











# Tom Panos 14 Laws of Success

1. Never assume
2. Always do your best
3. Make your word impeccable
4. Never take things personally
5. Don't do things you hate
6. Never compare yourself to another
7. Say No
8. Know who you are
9. Embrace temporary incompetence
10. Take calculated risks
11. Factor-in f#ckups
12. Stop keeping score
13. Be rigid on the goal, but flexible on the plan
14. Participate in the solution







Ernest  
Hemingway







FIXED



GROWTH

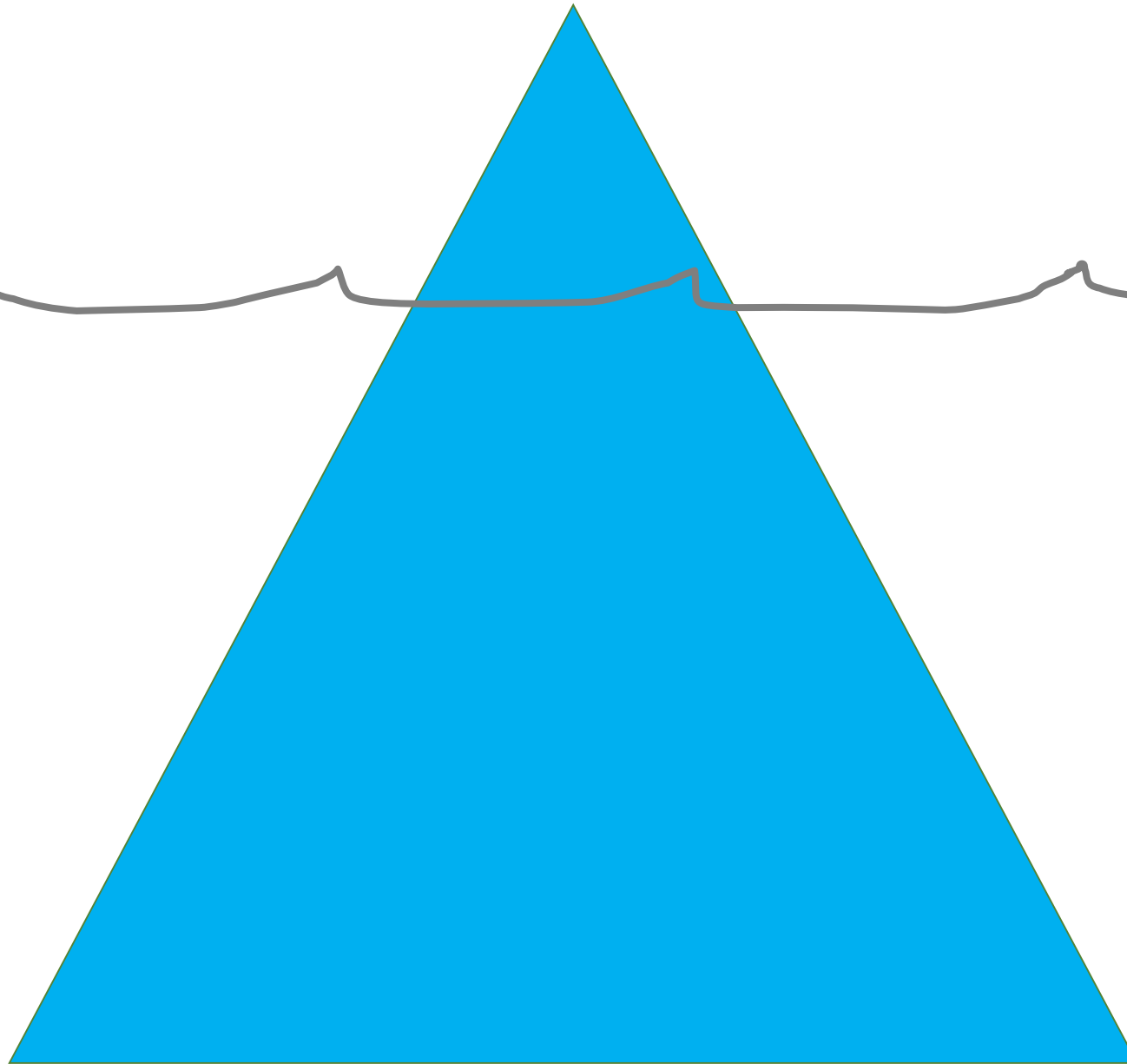
MINDSETS

**Outer  
Market**

- **Vacancy factor**
- **Economy**
- **Interest rates**
- **Government**

**Inner  
Market**

- **Goals**
- **Passion**
- **Leftover**
- **Time researching**
- **Energy**
- **Presentation**
- **Attitude**





**Why?**

**Why?**

**Why?**

**Why?**

**Why?**



- Travel
- Cars
- Fashion
- Children's education
- Status symbols
- Freedom
- Charity
- Love
- Dream house
- **WHAT'S YOURS?**





LIVE SIMPLY.  
DREAM **BIG**.  
BE GRATEFUL.  
GIVE **LOVE**.  
LAUGH **LOTS**.







THINKING,  
FAST AND SLOW



DANIEL  
KAHNEMAN







Go ugly  
early!









iPad

Quick Find

- Inbox 2
- ★ Today 1 8
- Upcoming
- Anytime
- Someday
- Logbook

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Family

- Vacation in Rome
- Buy a New Car
- Throw Party for Eve

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Work

- Prepare Presentation

+ New List

6:02 AM 100%

## Vacation in Rome

We'll go from June 14-22 and visit Jane and Paolo. Maybe do a night out in Trastevere.

### Planning

- Add trip dates to calendar
- Read about the metro
- ★ Borrow Sarah's travel guide
- May 18 Book flights
- May 19 Book a hotel room

### Things to buy

- Extra camera battery
- Power adapter

### Things to do

- Take a cooking class

6:02 AM 100%

## ★ Today

- Marc's birthday
- 7:00 AM Hit the gym with Alex
- 8:30 AM Coffee with Sarah
- 11:00 AM Team meeting
- 3:30 PM Budget review

- Borrow Sarah's travel guide  
Vacation in Rome
- Finish expense report  
Work today
- Organize catering  
Plan Yearly Retreat
- Get car inspected  
Family

### This Evening

- Book a hotel room  
Vacation in Rome
- Read article about nutrition  
Run a Marathon
- Buy party decorations  
Throw Party for Eve

+ Add

# THINGS App

# JUST PRESS RECORD App







## 4. Blinklist App



The Angel of The Gap: Don Ritchie





**In 30 years of real estate I have learnt that  
plans and education is **EMPTY** without  
having courage and taking action  
(temporary incompetent)**