



2026 READINESS RESET

A WORKSHEET FOR AGENTS PREPARING TO WIN — BEFORE THE MARKET SHIFTS

How to Use This Worksheet

Take 10 quiet minutes. Write honestly. Revisit monthly. Prepared agents don't wait for confidence — they build it.

One Skill I Will Master This Year

Not ten. Not "everything." One skill that, if improved, would raise your confidence across every client interaction.

Examples (if you're stuck):

- Leading buyer consultations
- Handling "we're going to wait" conversations
- Explaining value without over-talking
- Asking better questions instead of filling silence

My skill focus for 2026:

One Conversation I Will Stop Avoiding

Avoided conversations don't disappear — they follow you. Avoidance is a signal. Not a flaw.

This is the one you tend to:

- Overthink
- Put off
- Rush through
- Hand off to someone else



The conversation I will face instead of avoid:



One Habit I Will Build Weekly

This is about consistency, not intensity.

Choose something realistic — something you can keep even when things get busy.

Examples:

- Rehearsing one client conversation per week
- Reviewing one past interaction and noting what worked
- Blocking 30 minutes for learning or reflection
- Writing down questions instead of winging them

My weekly habit: Once Twice Daily

One Way I'll Measure Progress (Without Pressure)

Progress isn't just closings.

Choose a metric that reflects growth, not perfection.

Examples:

- Feeling calmer in consults
- Needing fewer “filler” words
- Clients asking better questions
- Less second-guessing after calls

How I'll know I'm improving:

YOU DON'T BECOME CONFIDENT WHEN THE MARKET IMPROVES
YOU BECOME CONFIDENT BEFORE IT DOES.

The market will change.
Your preparation doesn't have to.

Prepared agents don't wait to feel ready.
They **decide** to become ready!