



1:1's, Accountability & Goal Setting

Presented by Peter Gilchrist

**How do we help each
person “thrive and
excel”?**

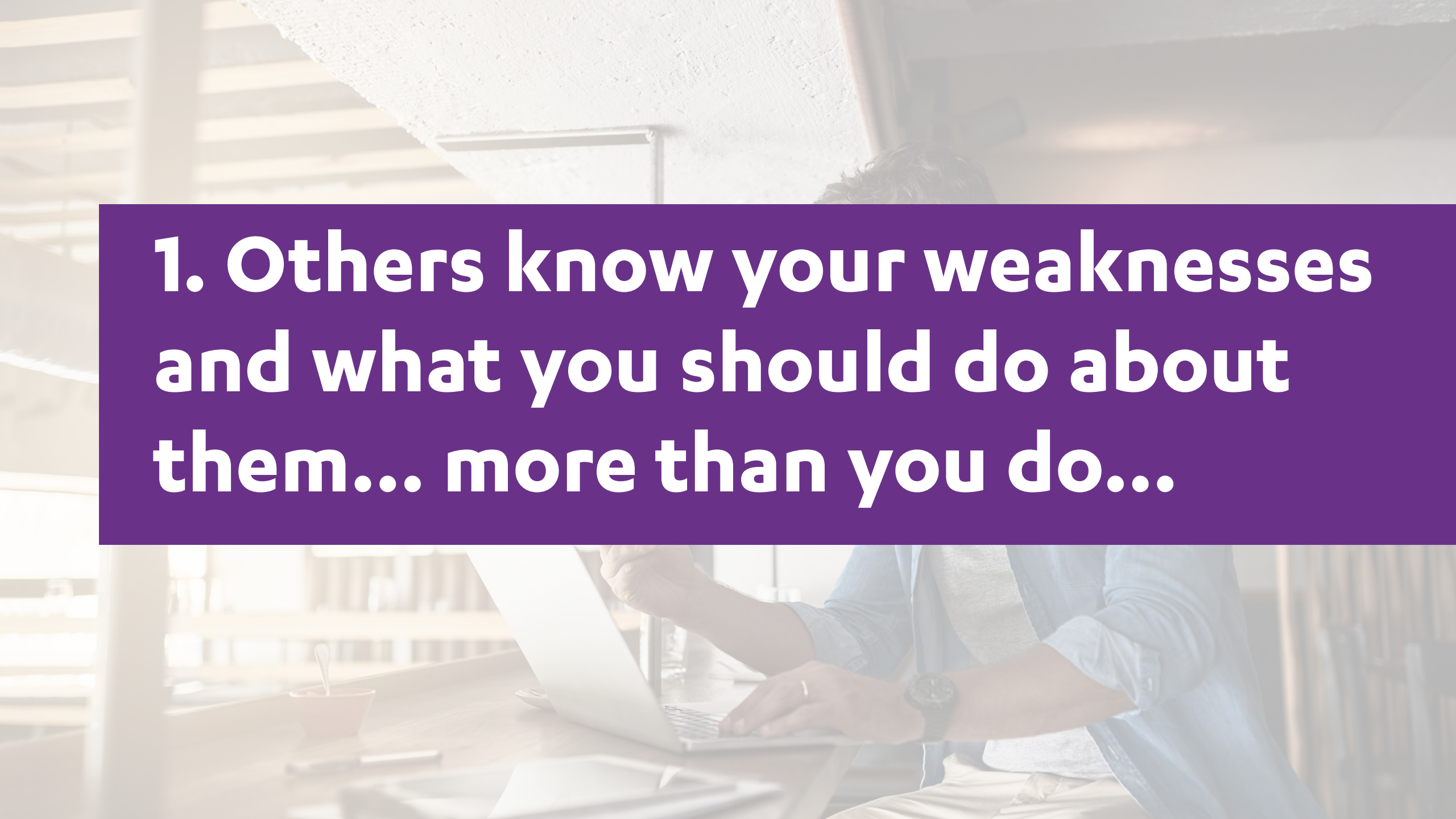


2 Parts to the Brain

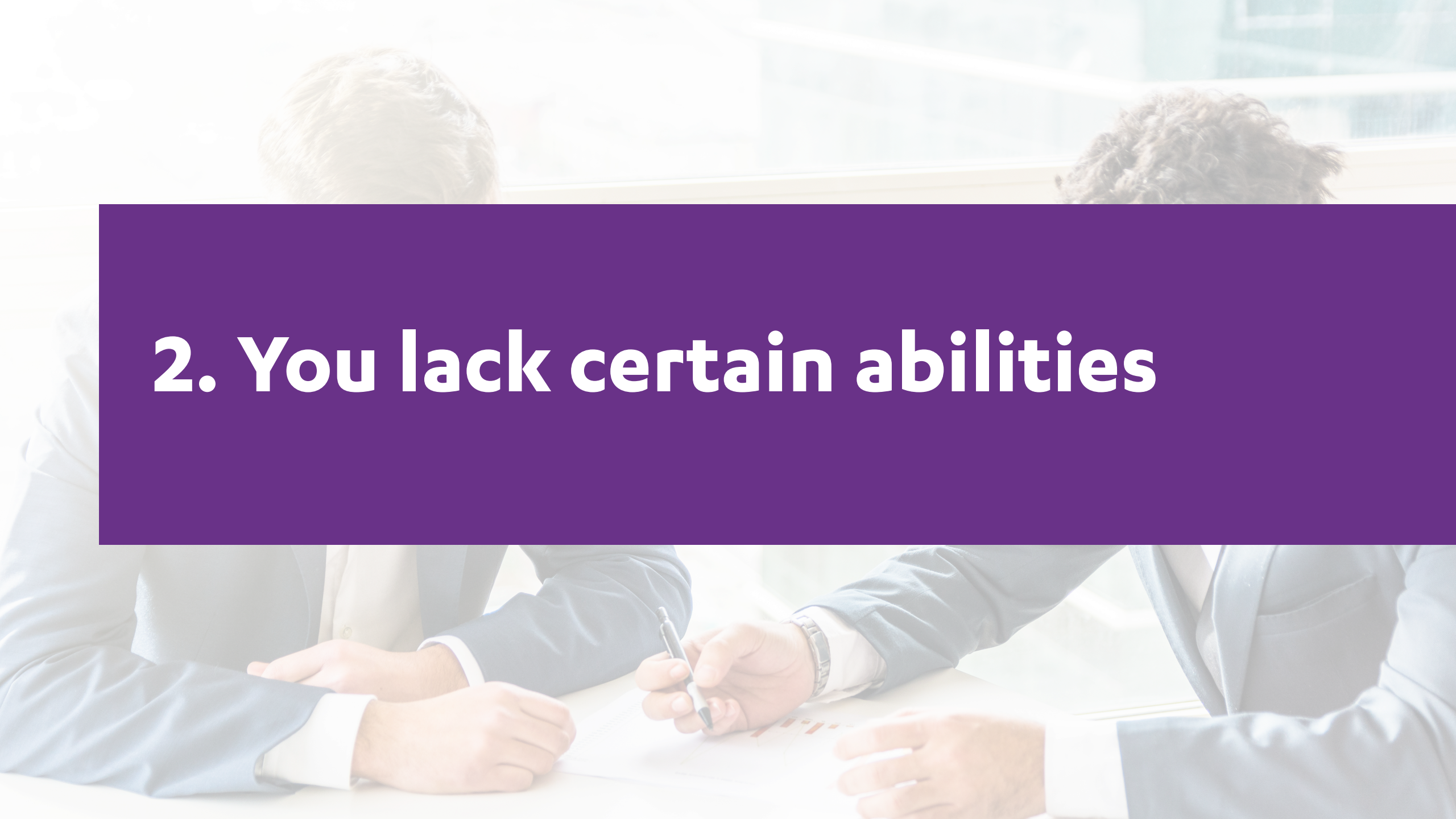
- **Sympathetic Nervous System**
- **Parasympathetic Nervous System**

The 3 mistruths



A person is sitting at a desk in a modern office, working on a laptop. The person is wearing a light blue shirt and a watch. The desk has a laptop, a cup of coffee, and some papers. The background shows a bright, airy office space with large windows and a concrete ceiling. A purple rectangular box is overlaid on the image, containing white text.

**1. Others know your weaknesses
and what you should do about
them... more than you do...**

A background image showing three business professionals in a meeting. Two people are seen from behind, looking out a window at a city skyline. A third person's hands are visible in the foreground, holding a pen and pointing at a document with a bar chart. A large purple rectangle is overlaid on the image, containing the text.

2. You lack certain abilities

A background image showing a group of people in a meeting. In the top half, three people are smiling and looking at each other. In the bottom half, a group of people is seated around a wooden table with laptops, notebooks, and mugs. A woman in a striped shirt is holding a tablet. The background is a brick wall.

3. Great performance is universal

Excellence



- **Look for Outcomes**
- **Re-play their winning plays**
- **Re-play your intuitive reactions**
- **Explore present – past – future**

Part 1

Planning



Guidelines



**Starts with a
Business Plan**



90 Day Business Plan

- 1. Look at last 120 days**
- 2. Set intention**
- 3. Find the GAP**
- 4. Budget next 120 days**
- 5. The Strategies to fill the GAP**
- 6. Tasks around Strategies**
- 7. Blind Spots**

The 90 Day Business Plan for SalesPeople

Name:

Company:

Date:

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Business Plan check - in

What has gone well for you in the last 4 months?

What has been a struggle?

What needs to change for you?

How many listings do you currently have?

Business Plan check – in cont.

What needs to happen to get more listings quickly?

How is your prospecting time going?

Who do most of your leads come from?

What other growth opportunities are you working on in the next 4 months?

[illegible][illegible][illegible]

Actions

Action required around your strategies	Who could help?	Due Date
Strategy		
Tasks		
Strategy		
Tasks		
Strategy		
Tasks		
Strategy		
Tasks		
Strategy		
Tasks		

Weekly Planner

Time Management

How to complete the 7 day planner.

Put on it:

- Gym
- Time off
- Free Time
- Time for leisure
- Lunch
- Home Early
- Work from home
- Prospecting
 - Advanced 120 minutes a day
 - Intermediate 4 hours a day
 - Beginner 5-6 hours a day
- Presentations
- Appointments
- Sales Meeting
- Training
- Opens
- Floor time
- Caravan
- One on ones with manager
- Doorknocking
- Reading
- Whole Day Off
- Auction
- Other

Keep Adjusting

You should leave some time each week to look at the 7 day planner for the next week. All in all it is an analogy for correct use of your time and may not work out exactly as you set it up.

Once you have filled it out have another look at your 7 day planner and decide:

- Is this the ideal week to create the results I want?
- What do I need to change, add, subtract to make it the ideal week to create the results I want?

Advanced Seven Day Planning

If you have a particular aspect of your operation that you are struggling with right now then what you can do is focus on planning around that particular activity. For example if you are struggling with balance:

- Write out a 7 day planner with all the balance items only on your planner.
- Do not put anything else around it but instead allow the mind to focus on what is required to correct the balance situation you have.
- Once you have corrected that over a couple of weeks you can bring other things into your planner again.

Colour Coding

One of the best ways of doing this is to colour code it with red for private time, blue for vendors, green for buyers and black for meetings.

Weekly Planner

Mon [Date]		Tue [Date]		Wed [Date]		Thur [Date]		Fri [Date]		Sat [Date]		Sun [Date]	
8		8		8		8		8		8		8	
9		9		9		9		9		9		9	
10		10		10		10		10		10		10	
11		11		11		11		11		11		11	
12		12		12		12		12		12		12	
1		1		1		1		1		1		1	
2		2		2		2		2		2		2	
3		3		3		3		3		3		3	
4		4		4		4		4		4		4	
5		5		5		5		5		5		5	
6		6		6		6		6		6		6	
Evening		Evening		Evening		Evening		Evening		Evening		Evening	

Part 2

Coaching

Template



A group of people are gathered around a wooden table in a meeting. In the foreground, a man in a grey blazer sits on the left, and a woman in a blue and white striped shirt sits on the right, holding a tablet. A laptop is open in the center. There are several mugs (red and white) and glasses of water on the table. In the background, a man in an orange shirt and a woman are smiling and looking at each other. The setting is a modern office with a brick wall and a whiteboard.

1. Checking in

A background image showing a group of people in a meeting. In the foreground, a man in a grey blazer sits at a wooden table with a laptop, a white mug, and a red mug. A woman in a striped shirt stands next to him, holding a tablet. In the background, a man in an orange shirt and a woman are smiling and looking at each other. The setting is a modern office with a brick wall and a whiteboard.

2. Sales Meeting

A background image showing a group of people in a meeting. In the top half, a man in an orange shirt and a woman are smiling. In the bottom half, a group of people are sitting around a wooden table with laptops, notebooks, and mugs. A woman in a striped shirt is holding a tablet. The background is a brick wall.

3. Activity Check

A group of people are gathered around a wooden table in a meeting. In the foreground, a man in a grey blazer is looking at a laptop. Next to him, a woman in a striped shirt is holding a tablet. There are several mugs (white and red) and glasses of water on the table. In the background, a man in an orange shirt and a woman are smiling and looking at each other. The setting appears to be a modern office with a brick wall and a whiteboard.

4. Goal Setting

A group of people are gathered around a wooden table in a meeting. In the foreground, a man in a grey blazer sits on the left, and a woman in a blue and white striped shirt sits on the right, holding a tablet. A laptop is open in the center. There are several mugs (white and red) and glasses of water on the table. In the background, a man in an orange shirt and a woman are smiling and looking at each other. The setting is a modern office with a brick wall and a whiteboard.

5. Next One on One

Accountability



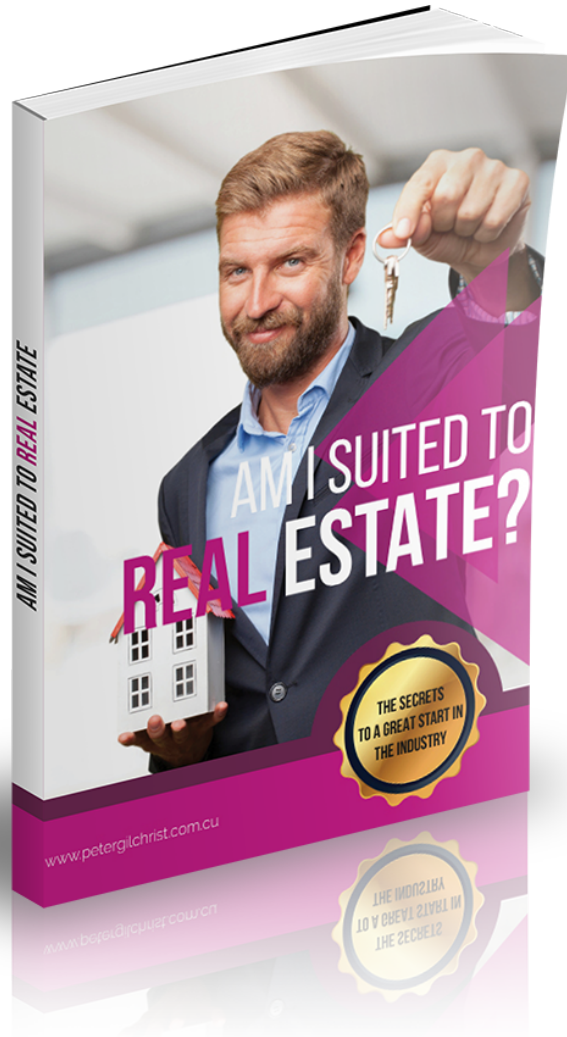
Coaching them in or out



		Date		Initials:			
Time	What did I do?	Was it profitable?		Was it necessary?		Could I have delegated it?	
		Yes	No	Yes	No	Yes	No
8:00 AM	-						
8:10 AM	-						
8:20 AM	-						
8:30 AM	-						
8:40 AM	-						
8:50 AM	-						
9:00 AM	-						
9:10 AM	-						
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1:20 PM	-						

		Date		Initials:			
Time	What did I do?	Was it profitable?		Was it necessary?		Could I have delegated it?	
		Yes	No	Yes	No	Yes	No
1:30 PM	-						
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7:40 PM	-						

AM I SUITED TO REAL ESTATE?



The Edge - Never Miss a Listing Online

Peter Gilchrist 

THE EDGE: PRESENTATION SKILLS

Never miss a listing again!

Peter's incredible "The Edge" programme – now it's back, and online!

You will learn the distinctive secret process I am teaching top earners right now so that they take the listing on the night!

- Over 16 hours of video training,
- Workbook to follow in and complete,
- Role plays,
- Objections, Scripts & Dialogues, and
- A full presentation template to complete and use!

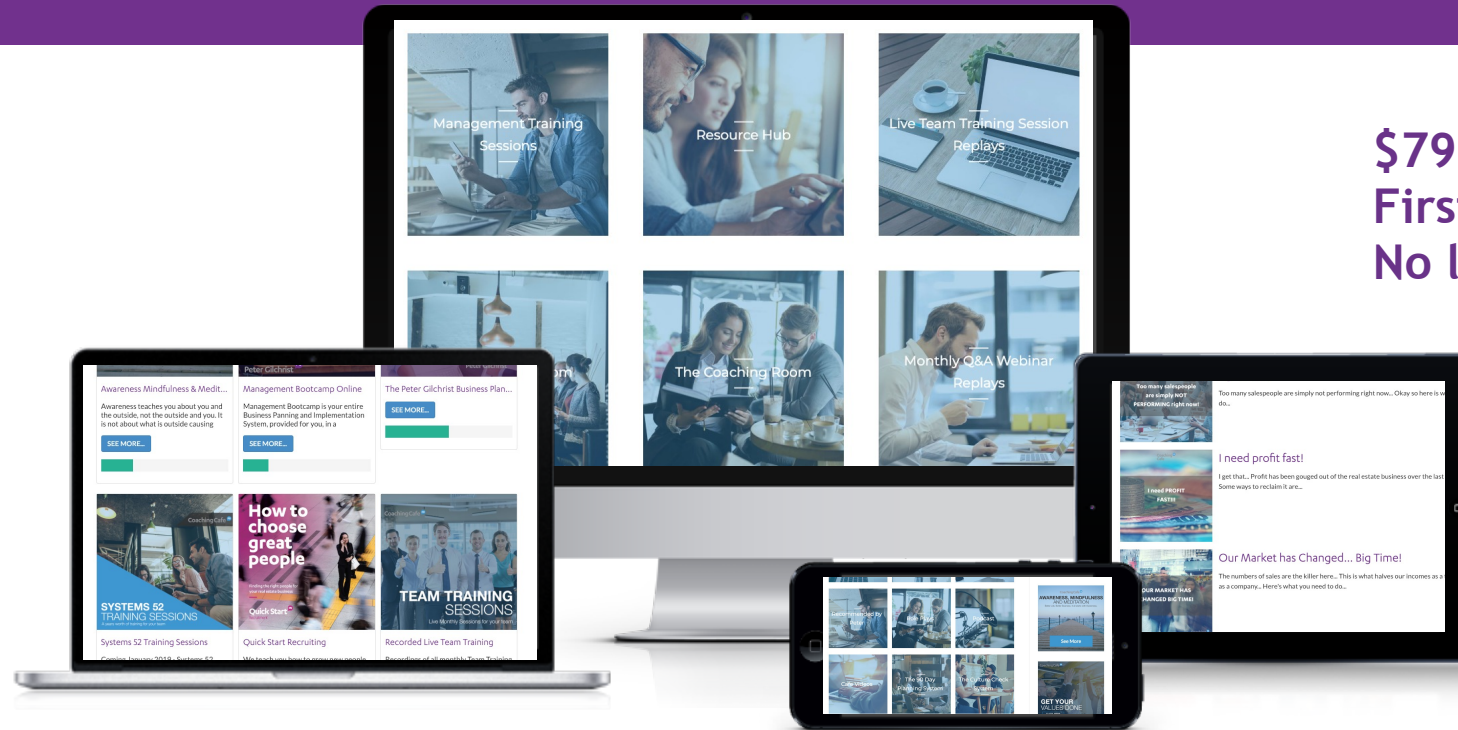
Available in Coaching Cafe for Managers.

OR

Purchase this course for \$295 + GST

<https://petergilchrist.com.au/>

Coaching Cafe for Agents



\$79 + gst per month
First 30 days free
No lock-in



Interactive

- Ask Peter a Question anytime
- Monthly Q&A Webinar



Training Courses

- The Edge Presentation Skills
- Prospecting 101
- Digital Prospecting
- Working with a PA
- Systems 52 Training Sessions
- Managing Volume Masterclass
- Re-Pricing Masterclass

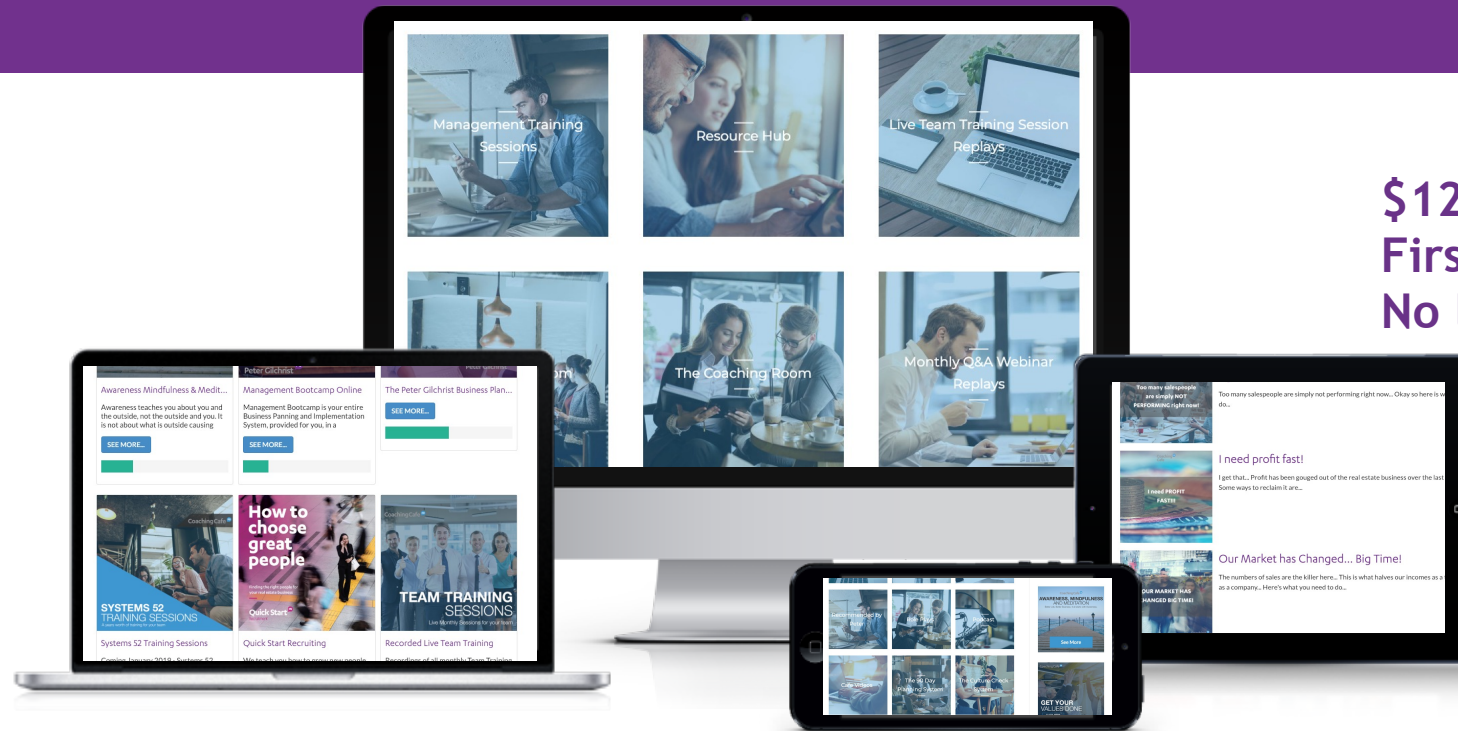


Tools and Templates for all your needs

- Hundreds of Scripts & dialogues
- Database Conversations ideas and templates
- Templates for 90 day and 12 month Plans
- Checklists, planners, questionnaires... and more

🔗 <https://petergilchrist.com.au/coaching-cafe-for-agents>

Coaching Cafe for Managers



\$127 + gst per month
First 30 days free
No lock-in



Interactive

- Ask Peter a Question anytime
- Monthly Q&A Webinar



Strategic Management

- Coaching Room
- Strategy Room
- Monthly Strategic Coaching Focus - with weekly training, tips and tools



Tools, Templates, Courses for all your needs

- 12 Online Courses & 6 MasterClasses
- Courses and Masterclasses added monthly
- Hundreds of Scripts & dialogues
- Database Conversations ideas and templates
- Templates for 90 day and 12 month Plans
- Checklists, planners, questionnaires... and more



<https://petergilchrist.com.au/coaching-cafe-for-managers>

What you get!

- An interactive coaching site where you can be guided through all the various topics
- Monthly training sessions on topical issues, direct into your office, or use the recordings at a later time
- Questions answered in the monthly Q&A Webinar, and Peter's suggestions re-worked for all to hear in the Coaching Room
- Strategy Room - where relevant issues are answered in a clear and logical way, linked to the relevant training material available
- Video's, masterclasses and training sessions on management issues, all here for you as a coaching resource.
- We will design the ideal coaching for you, for 12 months. Follow the recommended steps and monthly coaching focus and you will work through the 12 month coaching plan.
- Management Bootcamp 3 Day Management workshop, all online available in the Coaching Cafe, with Presentation, workbook, worksheets, and video!

What will this cost you?

Coaching Cafe for Managers

\$127+ gst

per month

- First month free
- Monthly Q&A Webinar
- Monthly focus to keep you on track
- Over 10 of Peter's signature Courses
- 6 MasterClasses - added to monthly
- Monthly Team Training Sessions
- Templates and Tools
- Coaching Room Tips
- Strategy Room
- Bonus Training Sessions
- Scripts & Dialogues
- Full 3 Day Management Bootcamp Online
- Private Facebook Group
- Discounts on upcoming Seminars



<https://petergilchrist.com.au/coaching-cafe-for-managers>

Coaching Techniques Seminar

Peter Gilchrist 

COACHING TECHNIQUES

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Peter's Signature Coaching Map

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\$167 + GST

<https://petergilchrist.com.au/events/>

Peter Gilchrist Coaching

A photograph of Peter Gilchrist, a middle-aged man with a grey beard and balding head, smiling and looking slightly to the left. He is wearing a light-colored button-down shirt. The photo is overlaid with a semi-transparent purple box containing text and a logo.

Peter Gilchrist
Coaching



1:1 or Coaching for your Office

Peter works with the best of the best on a daily basis and can see what works in terms of getting real growth.

When you are being coached by Peter whether as a selling manager, a manager, or top sales person, it all starts with 1 word... AWARENESS!

\$1500 + GST per month

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