  
 *August, 2019*

**Out of the Office with Dan Keller**

Hey! I’m rolling out a new idea that I had a few months back, and it involves producing a short letter from my heart to stay better connected to my VIP clients. So…. If you’re reading this, you’re a VIP client of mine and I am incredibly grateful for you and value your business!  
  
**I learned this idea years ago, and it’s so true: *You become what you think about most.***  
  
This concept has been around for years but in our fast-moving, noisy and hectic world, it can often times be a challenge to remain focused on a goal/task/idea that we want to tackle (diet, new job, new relationship, reading a book, self-improvement, toys…). Here’s an example of what I am talking about:  
  
A little over 3 years ago, my son Hudson and I set a goal to buy a new fishing boat (our “dream boat”). In order to accomplish that goal (and convince my wife Jenny lol) we needed to be debt-free as a family, and have a certain amount of money in savings. As I was preparing for this goal, my business coach continued to remind me that **a goal/task written down has an 80% greater chance of getting completed than one that is just spoken about and not written down**.   
  
So, Hudson and I posted pictures of this “dream boat” around my office, his room, my truck, and my office computer’s desktop. And guess what… Three years later, we hit our goal!





What is one thing you really want to be, do, or have? Now is a great time to make a move! Do it! I hope that you are well, and please let me know if there is ANYTHING that I can do to help you (even if it has nothing to do with mortgage or real estate)!   
  
PS – Enjoy the football schedule… GO HAWKS!!