
CHAPTER 1

Unless the Mind Can Conceive and Believe, It Can Never Achieve

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A sample chapter from The Real Estate Journey. Free to keep. No email required.

Start with a Dream

A dream is an unrefined hope; an aspiration; a what if; an imagined thing you might do or experience someday. Dreams are cost-free. You can think about them without making any commitment or taking any steps to do them. A dream is not a goal. One of the hardest parts of achieving dreams is overcoming the mental barrier, realizing that you really can achieve this, and understanding that it is not as big as it appears.

Why should I dream beyond where I am? When we get caught up in the cares of the present time, we are entangled with the day-to-day and cannot seem to look beyond where we are. This is called existence. You may stay in one job that you do not like for 20 years, living at a level of existence rather than dreaming of and achieving work that is much more satisfying. By dreaming, reflecting, and looking beyond where we are to where we ideally want to be, we can incrementally move toward a more significant and fulfilling life.

“Imagination is the catalyst of possibility.”

Does a dream have to be a big, long-term, world-changing type of dream? Absolutely not. Your dream may be to buy a house, launch a business, lose weight and feel better about yourself, start or expand a nonprofit ministry, contact a family member that you have not spoken to for years, or get your life or schedule under control so that you can sleep better at night. You must first dream.

When you start with a dream for which you have great interest and passion, it is easy to stay energetic and enthusiastic, particularly in the beginning. The difficulties often begin when you try to keep the momentum going and stay motivated for the long haul. We all have opportunities to create things big and small if we courageously open ourselves to the process and are willing to explore dreams and abilities. If we are willing to follow our passion, if we are willing to try, to give it a shot or to let our hair down just a bit, each one of us is capable of doing great things.

Dream from the Heart

Your imagination is the place to begin. Imagination is the catalyst of possibility. Creativity is born into the DNA of every human walking this earth. Dare to play with your imagination. Dare to wonder what life could be like if you were in control of making it happen. You have the ability to paint a new life. You are the canvas, the paint, the paint brush, and the painter of your own life. Set aside some time to reconnect with your heart's dream. What have you put on the back burner that you can bring into your painting? What are the dreams you have for yourself? Not for your spouse, your family, or anyone else. What are YOUR dreams? Only you can imagine what that possibility would look like and how you would feel living that life. If you are not certain, pretend. Make something up. You get to paint an

entirely new life, and you get to do it poorly or wonderfully.

Cultivate Belief

Belief is something that develops over time. Belief unfurls as you dare to take those first few steps. Each day, as you acknowledge your dream, as you get excited about your dream, as you develop a committed relationship with your dream and as you decide you are worthy of having what you want, your belief deepens. It is okay to have fear. Fear often means you are headed in the right direction. The fear signals that this is something you want. Fear pops up because you do not yet know how to get what you want, and you do not want to risk failing. You do not want to be disappointed. Instead of letting fear stop you, choose to see it as a sign that you really do want to live your dream life. Unless the mind can conceive and believe, it can never achieve.

Dream Busters

As you are dreaming, pay attention to what is going on inside of you. Is there anything rising up inside saying: “I could never do this,” or “I do not have enough education,” or “This could not happen to me,” or “I am sure I would just blow it if I had the opportunity.” Notice the strong feelings rising up inside: Failure. Rejection. Looking stupid. Sounding dumb. Seeming flaky. Seeming materialistic. These fears are dream busters. Most of us are secretly and subconsciously afraid to dream. To genuinely dream, you have to throw off your limitations. You have to believe that you have unlimited resources. You have to believe that you cannot fail. You cannot be logical. What have you always wanted to do in your life? What do you dream of accomplishing or being? Push out beyond what seems comfortable. It is okay to dream fun dreams. These are your dreams, and you can change them as you become clear on what you want, but you have to start somewhere!

Create a Vision of Success

Great achievers have a habit. They see themselves living the life of their dreams. They imagine already having what they want. Teach yourself to visualize yourself succeeding. See the light at the end of the tunnel before even starting. Create an inner dialog of success and allow yourself to already feel the feelings of achievement.

“You are the canvas, the paint, the paint brush, and the painter of your own life.”

Let Yourself Shift for Higher Value

There is no way that dreams can ever become reality if we are not willing to let go of what is of lesser value in our current lives. It does not mean that we do not still appreciate those things and that we did not grow from having them in our lives. It just means that sometimes, in order to make space for higher value in our lives, there are activities and people that must be let go.

Make a Decision

Once you have a dream, decide that you want to live this kind of happy and gratified life. This may seem basic, but many people never decide and commit fully to their dream – they just keep thinking about it. Or, when the first (or second, third, fourth, or fifth) obstacle appears, they give up. Make a commitment to yourself. Now is not the time to worry about how to make it happen. Instead, now you plant the seed of your dream inside of you and you commit to loving this seed until the day you can harvest the fruits of your efforts. You must choose that each time you get knocked down, you will not allow it to keep you down for more than a few hours; you will not let it linger. Nobody will care more about you than you, so the quicker you can accept that, the better my friend. Honor your commitment to self. No one can let you down more than you can. Make a commitment about what you want and stand strong in your commitment. No matter how challenging, how fearful, or how overwhelming it may seem, decide you are going for it! Why? For no other reason than because you want it. This is something you want for yourself and a choice you have made.

Relationship Flow

While you do not want to be surrounded by negative people in your life, relationships are an important aspect of our dreams. A lot of people suffer in their younger age because of their need to be independent and their expectation for everything in life to be perfect. Once you discover the power of being interdependent, you can enjoy the beauty of healthy and balanced relationships. These are relationships that allow you to give without fear of never receiving, i.e. love without a hook in it. Helping other people make their dreams a reality is an interdependent way to live. The people you allow around you regularly will shape the way you think, whether for the good or for the bad. You need to stay very aware of that and intentionally be around those who will build you up and not pull you down. Spend time with people who believe in you and inspire you.

Feed Yourself

Living in the space between dreams and reality requires a lot of energy. Feed yourself knowledge for your mind, feed yourself real food from the earth for your body, and feed your soul by finding something creative to do that makes time disappear. This is one of the biggest reasons people do not dream. They simply do not take care of themselves in order to have the energy to do so. If you are frazzled, stressed and emotionally drained, how can you feed yourself? Tired eyes never see a bright

future!

Start Applying These Principles

Start spending some time every day focusing on your life vision. You do not even have to know what it is at this point. Just commit to spending a minimum of ten minutes each day with the following question: "What do I want to experience in my life now while I am alive and vibrant?" In the beginning, when you start asking this question, you will find that your mind cannot easily see beyond what it believes is possible for you. It is important that you allow it to expand beyond these limits. You do not have to believe it is possible. All you need to do is write down everything that comes to your mind without censoring or limiting what arises. Brainstorm with your life coach, with a mentor, or with someone who can ask the right questions and help you unpack your options. After you have finished writing each day, read over it. Does anything strike you? Underline any passages or phrases that stand out or seem significant. If you are more of a visual person, you could start collecting stacks of magazines and cut out any pictures that appeal to you without thinking about why or analyzing them. When you have a pile of pictures, look for both fresh ideas and common themes. Paste them into a scrapbook and add to them as you come across other images that appeal to you. Once you have picked a dream that feels right to you, make a list of the resources you would need and the steps you would have to take to realize it. Setting clear action steps and then tracking those action steps is an essential activity to maximize each week, month and year of your life.

Enjoy the Process!

Each person has within them individual ideas of what is exciting, whether it be their dream house or something else completely different. This exciting idea comes from deep within, from the center. It has no logical basis. It is an idea of creation. Remember no one is making you do this. This is your dream for yourself. Some people may support you; others may not. Remember, it is not their dream and not their obligation to make it happen for you. Your responsibility to yourself and to your life is to imagine your dream, to grow belief in your dream, and to summon excitement during the process of making your dream a reality. Creating your dream will require much effort emotionally, spiritually and physically to get what is wanted. Fall in love with the journey itself, not just the outcome. When you achieve a portion of your goal or a major action step, take a few hours and pat yourself on the back. Celebrate your successful achievement of a worthwhile goal. Then, get back to work!

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The Real Estate Journey — Dr. Brian P. Simon (Morgan James, 2019).