

# IRREFUTABLE

THE 10-WEEK COACHING SERIES WITH TODD DUNCAN

---

**PRINCIPLE #5: ACCOUNTABILITY IS MORE IMPORTANT  
THAN ACTION; AND NOTHING HAPPENS WITHOUT ACTION**

**2021**  
TODD DUNCAN

MAKE MORE

MONEY IN

LESS TIME

WITH LESS STRESS

2021  
TODD DUNCAN



# THE 5 IRREFUTABLE PRINCIPLES OF HIGH-PERFORMANCE MORTGAGE AND REAL ESTATE PRACTICES FOR 2021

Brought to you by Wallick & Volk and Todd Duncan

“Be not afraid of greatness; some are born great, some achieve greatness, and others have greatness thrust upon them.”

- William Shakespeare

“Thank you for your coaching and for holding me accountable. I made \$504,000 in the last 90-days and work less than 30 hours a week. You are difference maker and a life changer!”

- Sharla, Salt Lake City

## PRINCIPLE #5: ACCOUNTABILITY IS MORE IMPORTANT THAN ACTION, AND NOTHING HAPPENS WITHOUT ACTION

**Centering Thought:** \_\_\_\_\_ does not happen in a \_\_\_\_\_; it happens \_\_\_\_\_.

On average, it takes more than two months before a new behavior becomes automatic -- 66 days to be exact. And how long it takes a new habit to form can vary widely depending on the behavior, the person, and the circumstances. In Lally's study, it took anywhere from 18 days to 254 days for people to form a new habit.

“I have taken my real estate practice from 8M to 40M in sales per year in just 3 years. Your coaching works!”

- Jim, Lexington

☰ SUBSCRIBE

healthline



**On average, it takes more than 2 months before a new behavior becomes automatic — 66 days to be exact.** And how long it takes a new habit to form can vary widely depending on the behavior, the person, and the circumstances. In Lally’s study, it took anywhere from 18 days to 254 days for people to form a new habit.

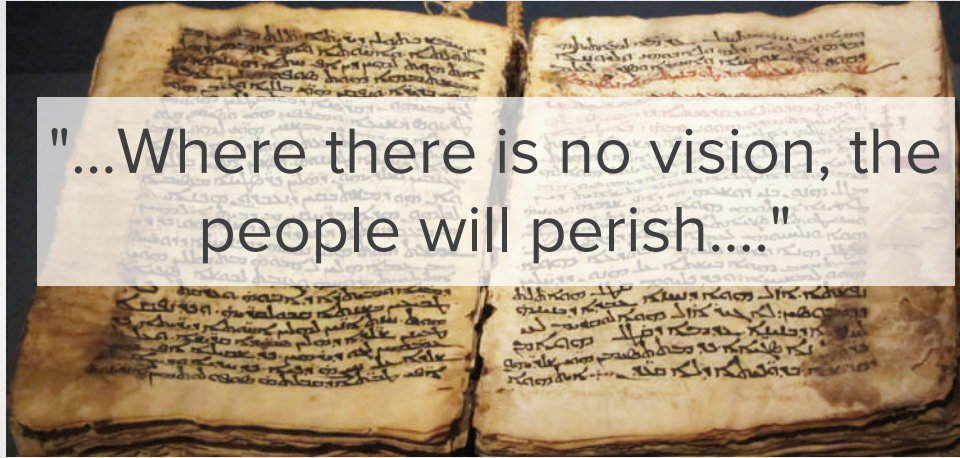
**THIS IS WHY EVERYONE NEEDS A COACH**

**Teaching Point #1:** Accountability is driven by:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

Ancient Scripture Says...

## Ancient Scripture Says...



"...Where there is no vision, the people will perish..."

"If man advances confidently in the direction of his dreams and endeavors to live the life which he has imagined, he will meet with success unexpected in common hours."

- Henry David Thoreau

### The Goal Setting Process:

Think

Write

Action Steps

Send to a Friend/Coach

Weekly Progress

**Group 1: Thought About Goals.** In 90-days 43% accomplished their goals or were at least half way there.

**Group 4: Thought, Wrote, Action, Sent to Friend.** In 90-days 62% accomplished their goals or were at least half way there.

**Group 5: Thought, Wrote, Action, Sent, Accountability.** In 90-days 76% accomplished their goals or were at least half way there.

### Questions for reflection:

How much is an achieved goal worth?

---

How much time investment would it require?

---

How much financial investment would it require?

---

“Action is what converts human dreams into significance!”

- John C. Maxwell



**Teaching Point #2:** There are 4 types of accountability:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

**Teaching Point #3:** The implementation filter:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
  
- \_\_\_\_\_
- \_\_\_\_\_

“If you could kick the person in the ass responsible for most of your trouble, you wouldn’t sit for a month!”

- President Theodore Roosevelt