



ASSUMPTION

Week 5



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Guidelines for this course:

- 1 Only paid participants may listen to the calls
- 2 Participate from a quiet place
- 3 Be prepared

How to ask questions live during this class:

- 1 UNMUTE yourself by pressing * 6 and call out your name
- 2 RE-MUTE yourself by pressing * 6 again

Objectives for today:

- 1 Rapport Exercise
- 2 Study and Practice the Structures of Assumption
- 3 Study Assumption Followed by Agreement



ah-ha!

What breakthroughs and/or ah-ha's have you had from doing last week's homeplay exercises?

questions

What questions do you have from last week? OR
What Excuse did you use to not practice?

ASSUMPTION REALITY

What is reality?
What we "think" is not reality. What we think is an accumulation of beliefs and attitudes about what reality is. When we change our thoughts and beliefs, our reality changes.
There is no subjective truth. There are over seven billion people on earth, and 7 Billion different "realities" on this planet.

ASSUMPTION is everywhere

Almost everything we say has something assumed in it.

What is assumed in the following sentence?

"You definitely want me to get you the most money for your home, don't you?"



EVERY experience can have multiple perspectives.

Assumption is an act of creation. What you say has power. Your word
CREATE YOUR OWN REALITIES. What realities would you like to create for
yourself? For others?

HomePLAY Exercise

There are FOUR Presuppositions, that create an Assumption.
Presuppositions assume something is already true.

They are: ADVERB, AUTOMATIC, AWARENESS, & TEMPORAL

Adverb: Describes the verb, or the state of being.

Automatic: Describes something that occurs without conscious thought.

Awareness: Focuses the attention on a specific subject.

Temporal: Determines when something happened, or will happen.



Definition of ADVERB presuppositions

The Verb defines the action or state of being. The Adverb qualifies the verb.

Adverb Presuppositions KEY WORDS

Luckily Frankly Naturally Unfortunately

Happily Certainly Quickly

Simply Supposedly Easily

Surely Remarkably Definitely

Obviously Fortunately Undoubtedly

Simply decide what state is the most helpful, and presuppose that state for your client...

EXAMPLES (adverb)

Naturally, you want to hire an an agent that you can trust.

Fortunately, you already know that you need to be pre-approved to show the seller that you CAN buy the property.

Certainly, you know that if you vote your conscience most of these problems will disappear.

Obviously, all I have to do is follow my schedule and my business will work itself out!



Definition of Automatic presuppositions

An Automatic Presupposition assumes something is going to happen automatically, whether you want it to or not, whether you understand it or not...

Automatic Presuppositions KEY WORDS

Automatically Involuntarily Instinctively Almost magically

Second nature Continuously Steadily

Without a Doubt Constantly Spontaneously

Even without thinking

EXAMPLES (Automatic)

1. Even without thinking about it, you already know that we must list your home at a price that will attract buyers.
2. It should be like second nature for you to do the math and compare how much you are paying your current broker to the cap available at Keller Williams Realty.
3. Almost magically, you'll see that as your grades increase, so will your opportunities.
4. Most people instinctively know that only by promoting individual rights will we ever be able to create world peace for future generations.
5. Every time you complete your daily lead generation, you'll automatically feel good, knowing that your goals are in the process of coming true!



Definition of AWARENESS presuppositions

Awareness Presuppositions redirect what people are aware of, thereby shifting their focus. By presupposing that someone is aware of (any)thing they weren't previously aware of, we are literally shifting their reality.

Awareness Presupposition KEY WORDS

Begin (ing)	Notice (ing)	Comprehend	Consider (ing)	Execute (ing)
Accomplish	Assume (ing)	(ing)	Discover (ing)	Continue
(ing)	Gain (ing) Sense	Become (ing)	Attain (ing) Grasp	(ing) Conceive
Feel (ing)	(ing) Experience	Achieve (ing)	(ing) Know	(ing) Think
Realize (ing)	(ing) Perceive	Fulfill (ing) Aware	Ponder (ing)	(ing) Already
Entertain (ing)	(ing)	(ness) Perform	Believe (ing)	Understand
Become aware	Start (ing)	(ing)		
(ing)		Know (ing)		
Imagine (ing)				

Example Sentences using Awareness Presuppositions

1. Clearly, you are starting to realize that we need to reduce the price to get your home sold.
2. Are you beginning to believe what I say when I tell you this is the right offer for you?
3. Are you starting to understand that the more you do the home-play exercises for this class, the easier it is to close sales?
4. On some level, you already know that we must protect the environment if you want a safe place for future generations.
5. I am becoming aware that when I lead generate every day, that my future and my success are totally within my control.



Definition of TEMPORAL presupposition

Temporal presuppositions make assumptions based on the timing of an event. We will assume the event already happened, that it is happening now, or that it will happen in the future. The assumption is that the event did not exist before you mentioned it!

Temporal Presuppositions KEY WORDS

Before Once again During Then When

Since As Sooner or later After While Now Once Prior

Examples using Temporal Presuppositions

1. Once you sign the agreement we can start looking for your new home right away.
2. Since you love this home, let's make an offer now before someone else does.
3. Before you do your homework, should you check to see what is due tomorrow?
4. Now that you are committed to make a difference in the world, you might want to read the book: "Liberty Defined".
5. While I call my clients every day, I get to contribute to the lives of so many people.
6. WRITE SOME OF YOUR OWN

HomePLAY Exercise

WRITE 10 SENTENCES each day. Write them in the morning, and make them about whatever is most current and important to you.

Consider writing them in these categories:

Lead generation, lead follow-up, listing appointment, buyer consultation, price reductions, negotiations, recruiting appointments, retention, or ANYTHING else that is current and important in your life.