



FRANCOIS CHAPMAN



CONVERSATIONS WITH A TIME TRAVELLER

PAST • PRESENT • FUTURE

Power Up Your Sales

PAST

**“Do I really have
what it takes?”**

INCOMPETENT

FEAR OF FAILURE

INSECURE

DOUBT

The version of me who was still trying to prove he belonged.

WHAT I'D TELL MY PAST SELF

01 **You already have what it takes.**

You don't need to become somebody else.

02 **Your circumstances don't predict your future.**

The bottom of the mountain can't see the view.

03 **Follow the recipe.**

If you use the right ingredients consistently, you'll bake the cake.

PRESENT

CONFIDENCE

doesn't come before

ACTION.

Do the thing while you're scared. Survive it. Repeat it.

THE RECIPE

SUCCESS ISN'T MAGIC.

It has ingredients.

01

RELATIONSHIP

02

VALUE

03

COURAGE

INGREDIENT 01

RELATIONSHIP FIRST.

We're in the property business.
But we're really in the people business.

A seller isn't a mandate.
A buyer isn't a lead.
There's a human being on the other side.

Build the relationship first. The business often follows.

WHY SHOULD THEY CHOOSE YOU?

Better marketing • Better communication • Better advice • More effort

DON'T ASK PEOPLE TO RECOGNISE YOUR VALUE.

Make your value impossible to ignore.

INGREDIENT 03

FEAR IS A SIGNPOST.

It often points directly toward
the area where you need to grow.

DO IT SCARED.

DO IT BADLY.

DO IT AGAIN.

MAKE DIFFICULT → EASY.

FUTURE

WHAT WOULD YOUR FUTURE SELF TELL YOU?

YOU'RE STILL THINKING TOO SMALL.

STOP WAITING UNTIL YOU'RE READY.

DON'T FORGET WHY YOU'RE DOING IT.

Build the business. Make the money. But remember who you become — and who gets to share it with you.

ONE QUESTION

**WHAT WOULD YOUR
FUTURE SELF TELL YOU
TO DO TODAY?**

MAKE THE CALL. • GO AFTER THE LISTING. • DO IT SCARED.

**FOLLOW THE RECIPE.
BAKE THE CAKE.**



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