

## **Leadership in Your Wholesale Real Estate Business**

Hey Todd Toback here and I'm just making a quick video today because I was inspired today to talk a bit about leadership in your wholesale retail estate business. Now it's not just, you know, maybe that's your wholesale business or your real estate business or any business for that matter, but wholesaling is one of my primary businesses and I absolutely love it, right. And I was one of those guys who would scratch and claw his way in to any kind of deal to make it happen. And I remember one day I was looking up at the sky and looking at my wife and I'm like, I don't want to go to work tomorrow. I'm working too hard. It's 24/7. Our relationship sucked because you know that's really all I was thinking about. One day I decided, you know what, I don't want to do this anymore. I want to be a leader. I want to empower others. I want to have a great business while surrounding myself with the best people.

Case in point, this week we had an amazing week in business. We closed four wholesale deals, one was \$25,000 and the other one was \$22,000. Another one was \$17,000 and they have another one today that they locked up that's probably going to be around \$32,000, right. Great money. Now I don't want you to, first be like, wow, that's a lot of money, but what's most important to me is that my team did the entire thing, right. My team set up the mailings. My team answered the phone. My team locked up the deals. My team sold the deals. My team handled the transaction, coordination.

One of my favorite quotes, I don't know the exact, but it's the trait of a good leader is to hire the best man he can find for the job and don't interrupt them while doing it, right. That was one of the hardest things for me to do when I first started you know bring a team around me, right, was I was over their shoulder and "Are you doing this and are you doing that?" I'm not perfect in this area yet but I've gotten a heck a lot better and I can tell you that as soon as you do that, as soon as you hire the best men and women, right, around you and your business, and you let go and you let them make mistakes, right, you let them lose some money, right, that's scary, you're going to find that they're going to grow and flourish and do things that you never thought possible, right. The money is great but I can tell you that if you are doing it alone, it gets old real fast.

One of my good friends, Evan, he always says he likes winning with others. It's true, man. It's rubbing off. So I hope this has inspired you today not to be an employer, not to be a slave to your business but to really be that leader that surrounds himself with really, really good people and stands on the shoulders of giants. So let me know what you guys think about this. I'd love to hear your comments, your struggles, your successes, and what you're up to this weekend. So talk to you soon. Bye.