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**WHAT'S  
YOUR  
EXCUSE,  
SERIOUSLY**

**?!?**

**APPLYING STEPS TO OVERCOME  
MENTAL BARRIERS**



# INTRODUCTION

In this eBook, I want to tackle the excuses and mental barriers that keep you from reaching for your goals and achieving your dreams in business and in life. There are times when we make excuses because, let's be honest, dreams are hard work. My world is the world of real estate buying, selling, and investing. I love what I do. The rewards are great, but if I don't stay focused, if I let small or large setbacks get me down, I can find every excuse in the book not to push forward.

Whatever we do, there will always be challenges to overcome and obstacles to move past. I want to give you the tools to stop with the excuses and get on with those dreams, real estate and otherwise.

There is one story of setbacks that hits really close to home. It's the story of my son, Nick. An accident back in 2003 left us wondering if he'd ever be able to walk again. In his own words:

*It was February 5, 2003, the day for ski club. It was 2:00, and we were heading toward Wachusett Mountain. We had brought our stuff on the bus to get ready so as not to miss a precious moment once we got to the mountain. We got to the mountain and, because we were ready, headed straight for the top. On the way to the top, we noticed that it was very icy because it had been raining. People were wiping out everywhere. Needless to say, I got to the top and headed straight for the biggest jump with all my speed, and going up to the jump, I caught the edge of my snowboard, which threw me off-balance.*

*I was told that I landed on my head and that I was in a coma for three weeks. The doctors told my parents that I probably wouldn't walk, talk, or eat on my own ever again. Less than three months later, I ran out of Franciscan Children's Hospital in Boston.*

*How did I get from in a coma, not being able to walk, talk, or eat on my own to running out of the hospital?*

It's a powerful story, for sure, which is why I am telling it to you. I can't tell you how grateful we are as a family for how that story turns out. We will revisit more of Nick's story later, but the point is, Nick's story could have taken a very different turn. When challenges overwhelm us, we can get sucked into being overwhelmed. We can make excuses and get stuck in that mode.

Or we can choose to get unstuck.



# WHAT'S YOUR EXCUSE?

What is keeping you from pursuing something – whether that is a thriving real estate business or some other dream?

I try to be as upfront as possible about the huge upsides of our QLS and other programs. Your earning potential in our 3 Payday real estate system can be truly phenomenal.

But I try to be just as clear about the challenges. There are always curveballs in any real estate business. Challenges arise that you have to address. But these are the times when you have to say to yourself – I am not going to stop, I am going to figure out a way to fix this.

Whatever you are doing, whether it's real estate or some other large or small adventure, it takes commitment. For me, commitment is doing whatever it takes for as long as it takes to achieve a goal.

Excuses just get in the way of your commitment. It's important to find ways to overcome them, as Nick did. So what are your excuses?

In my world, I heard recently from 3 associates. All three had great excuses for why things were not working. Two fought back against those excuses and one decided the program wasn't for them.

For one associate, they had a buyer fall through – so they had a house with all the expenses looming over them with carrying this house. So they strapped in, followed the program and did what it took to find another buyer. Deal saved and money in the bank! There's always a way to pivot and profit when you look for solutions versus excuses.

In another instance, a student took a while to get things off the ground. Six months without their first transaction.

But they stuck with it and followed the program. Now they are one of the top-producing associates in our whole program.

All three of those associates had an opportunity to throw in the towel and quit. All three had reasons to be frustrated, scared, or just plain overwhelmed. We all have the option to walk away and let excuses win. We have that option every day in a hundred small ways. And one of those associates did let excuses win, but the other two saw through the roadblocks, they didn't let themselves take the seductively easy path to walk away. They worked through the issues and they came out on top and brought revenue into their lives in a way they never could have imagined before.

Excuses are easy when you are doing something new. So aren't solutions!

# THE STEPS YOU NEED TO TAKE

Ok, so how do you actually get yourself beyond those excuses? At a recent QLS Live event, speaker Shilo Harris talked about the STEPS process that he uses to get himself unstuck from excuses.

STEPS is a handy acronym that helps you keep excuses in their place. S stands for Smart goals. T is for your Tribe. E stands for Exploring new options. P is for Positive outlook, and the final S: Self-discovery. Let's take a closer look at how these STEPS can keep you committed to your goals for the long haul:

- **SMART Goals** – SMART goals are specific and measurable, achievable and realistic
- **Tribe** – surround yourself with the right people – people who will challenge you and help you to grow. Find a mentor
- **Exploring new options and educate yourself** – find a mentor
- **Positive Outlook** – stay positive – if your day starts out bad, or takes a bad turn, learn how to recalibrate
- **Self-discovery** – this is a lifetime practice – understanding who you are and why you matter.

These STEPS can help get you beyond the challenges, beyond the excuses. With that in mind, here is how my son Nick took steps beyond his challenges.

Finishing Nick's Story:

*How did I get from in a coma, not being able to walk, talk, or eat on my own to running out of the hospital? First and foremost, I set goals, and I always had the goal to run out of the hospital. At the time, not being able to walk, talk, or eat on my own, that was a pretty big goal. I also remember, along the way, I had several other smaller goals, or checkpoints if you will, to help me get there.*

Notice, Nick took things a bit at a time. Yes, his goal was to run out of the hospital! Its a goal that kept his drive going and kept him energized and focused. But he remembered to focus on the individual steps too. The smaller goals that lead to achieving something miraculous.

It is easy to be overwhelmed when we look at the problem as a whole. This is true of just about anything worth doing in life. Imagine if someone gave you a list of all the challenges you would face in life for an entire year and laid it out for you on January 1st. How excited do you think you would be to face January 2nd? Thank goodness, we take life as it comes and we don't overwhelm ourselves most of the time. I suggest you do the same with your real estate goals. Break them down, take each step at a time, and before you know it, you will be running just like Nick.

# FINAL THOUGHTS

I want to close with another story because I think it can seem like my son's story is an anomaly or a rare example – this one is from Shilo Harris. Shilo has used the STEPS and other tools in order to stop excuses from getting in the way of his dreams. Shilo spoke at last year's QLS Live event and shared his remarkable story.

On his second deployment with the 10th Mountain Division, he was assigned and worked near southern Baghdad. On February 19, 2007, Harris' armored vehicle was struck by an improvised explosive device (IED). The explosion injured the driver and ended the lives of three of his fellow soldiers. Shilo survived but with severe third degree burns on 35% of his body. The severity of the burns meant the loss of Shilo's ears, the tip of his nose and three fingers. The crushing explosion fractured his left collarbone and C-7 vertebrae.

Shilo spent 48 days in a medically induced coma. Waking out of the coma and realizing the extent of his injuries was the challenge of his life. One counselor, in particular, helped him see beyond his current condition. "If I am going to get better, it is totally up to me. I've got to be willing to do the work."

So that's what he did. He literally put one foot in front of the other, turning a few steps into 10 steps and 10 steps into 50. He now travels all over as a motivational speaker. Shilo delivers on that motivation because he has lived those highs and lows, and has decided not to let excuses get in his way.

We all have choices in life that are difficult. Some are more extreme than others. Some are silent struggles with fear, others are visible scars, and still others are financial. Whatever your dream is, you need to be able to see your excuses for what they are, and move past them. Nick did. Shilo did. And you can too.

You can learn more about both Nick and Shilo's stories with these videos as well. So if you ever need a pick me up to get over your excuses, these are great examples.



**Nick's Story**

<https://www.youtube.com/watch?v=ubL3Z-SeEfs&t=5s>



**Shilo's Story**

<https://www.youtube.com/watch?v=-xJhnW2tkk>