



Final Word

EITHER WAY - THEY'RE RIGHT

We often hear that success, happiness, and most other things are largely mental, that attitude determines altitude far more than aptitude.

As with most years around this time, a prime example of this is unfolding in the property sector with property agents en masse deciding how successful or not they are going to be this year.

This the vast majority will be wrongfully deciding based on how strong or weak they believe the market is going to be, unaware that the state of the market is mostly a reflection of the state of mind and whether they have a good year or a bad year will be more determined by their effort and attitude than by anything else.

Yes, as in all years, in 2011 whether people believe they will have a good or a bad year, they will most probably be right.

Each year it's possible for agents (and others) to find reason why the market will be tough. This year's favourite excuse for another year of inaction will be the recent floods, which whilst not quite up to last year's GFC, is infinitely in advance of Associate Professor Keene's infamously errant 'price bubble' babble of 2009.

There will always be a 'noble' reason to justify why some people perennially fail.

The true reason however is often much simpler. It is the struggle that goes on between the bright forces of optimism and the dark forces of pessimism. Optimists find positives in every situation that propel them forward while pessimists find negatives that hold them back. No contest really is it? Have a great year!