

**Don DeRosa's**

# *Real Estate Investing for The Real World*



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## **Dreamers and Doers**

*It's not enough to be busy. The question is: What are we busy about?  
- Henry David Thoreau*

Ever heard someone say that this world is divided up into dreamers and doers? The dreamers, it's said, come up with lots of great ideas but never get anything done. The doers are the ones who make it all happen.

The fact is, each of us is both dreamer and doer. Every time you wish for improvement, every time you think to yourself, "I wonder what would happen if..." you're dreaming. And every time you take even the tiniest step to make something happen, you're doing.

In American culture, we tend to honor the doer more than the dreamer. However, both are essential. Without dreamers, even the most rudimentary computer – if it existed at all – would still take up several rooms. Every great accomplishment starts with a dream.

So what does this have to do with real estate? In a lot of professions, dreaming and doing can be delegated to different people. Car engineers dream; auto workers do (though perhaps they're dreaming of something else!). But in some professions – including real estate – you can't be successful unless you both dream *and* do. Why is that?

Consider this: I teach people how to make money in real estate. Now, I know from personal experience that just about anyone can make a killing in real estate. That's the dream that draws most people to my courses: having money and time enough to enjoy it. I try to keep that dream uppermost in my students' minds, and if you ever take a course from me, you'll hear about it over and over again. But no matter how many times I say it, it's not going to happen unless you believe it's true. The dream has got to be yours, not mine.

But believing it isn't enough. You've got to do the footwork, too, before things can happen. You – or someone working on your behalf – must do the research, the digging, the bargaining, the scrubbing, the *doing*. Put them both together – knowing you can make a killing, and working hard to earn it – and you've really got something!

But we've got to do more than just dream and do. We've also got to keep them in balance. Without balance, either we dream wonderful dreams that go nowhere, or we "gallop off in all directions," working to exhaustion without getting ahead.

So when you evaluate your career, as you should from time to time, ask yourself: What are your dreams? Are you giving yourself enough opportunity to imagine the life you want? Are you doing the footwork to achieve your dreams? Or are you expecting the work to do itself? Honest answers to these questions can have a dramatic impact on the quality of your life and on your bottom line.

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*Don DeRosa* was recognized as one of the nation's top 21 real estate investors in the New York Times bestseller *The Millionaire Real Estate Investor*. Don, who is a full-time investor, trainer, and mentor, offers a complete system to build and run a thriving real estate business. For more information on *Building Wealth with Real Estate*, visit [www.donderosa.com](http://www.donderosa.com).

**Summary:** We tend to divide the world into “doers” and “dreamers,” but in real estate it's essential that we both dream *and* do. We must believe it's possible to be successful, and we've got to do the footwork to make it happen. If we keep the two in balance, we are sure to succeed.