

Welcome to “Breakfast with John”

October 8, 2015

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kw. LUXURY HOMES
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PLEASE JOIN US FOR
BREAKFAST WITH JOHN



Oswego Lake
Country Club



20 Iron Mountain Blvd
Lake Oswego
503-636-3631

Let's welcome anyone who is here
for the First Time...




Our First get together was January 2008.

Does anyone remember

how much fun those days were?

We met at what is now Babica Hen, and it was a real struggle to make sense of the economy at that time. It did not get better for quite a long time. We are seeing some slowing again.



Our Agenda this morning is to talk about accountability for a couple of minutes and then meet everyone in the room, and learn all that we can in 20 seconds.

You can review the resources that we posted to our blog regarding the economy of the US and Oregon, the real estate market, many interesting tidbits that you can use to make your days just a little more targeted and productive.

www.decosta-properties.com/blog

First 3 people to log in get a prize.

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Most Sports are marked by **Accountability**,
with Winners and Losers.

Just being one big happy family probably wouldn't
work out to well in today's popular sports.



It's the bottom of the fifth and the bags are loaded!

Kick em higher!



▶ **Are You a Family or Team?**

- ▶ We often say that we want our team to be like a family. But just because you are a family doesn't mean you are a great team.
- ▶ I knew that we couldn't just be a great family. We had to become a great team too."
- ▶ Just because you are a family doesn't mean you are a great team.

▶ **To be a great team you hold each other accountable.**

- ▶ You challenge each other to improve and make each other better. You set the standards and expect each other to rise up to meet these expectations. If someone is not giving their maximum effort or their performance is subpar you have a crucial conversation with them and challenge and encourage them through the process.
- ▶ If someone is facing a personal challenge then of course you support and comfort them through it as both a family and team member. But professionally, you don't allow your team to be comfortable with the status quo. The world is changing and to thrive you must change too. Discomfort leads to growth and so you keep raising the bar and pushing your team out of your comfort zone while pursuing excellence and growth together.
- ▶ People say it's not easy to hold your team members accountable but part of being a family who loves one another means you help each person reach their full potential. My wife is not afraid to call me out and she makes me better. My children make me better. Because I love them I won't let them settle. Because I love them I won't make it easy. I know that we can't just be a great family. We also have to be a great team.
- ▶ It's not family or team. It's family *and* team.
- ▶ Loving each other, holding each other accountable and making each other better makes you a better family and team.
- ▶ When you have families that depend on your success to gain their success, please create a great team with great success.



Alicia DeCosta

June 21 ·

Allowed on Timeline ▾

Happy Father's Day to the guy who's shown me that hard work and being nice to people gets you far, to ask for extra napkins to stash in the glove box, who has encouraged me to "work your plan" even though I'm still trying to figure it out, and that watching golf is a great way to take a nap. — with [Nicole DeCosta](#) and [John DeCosta](#).

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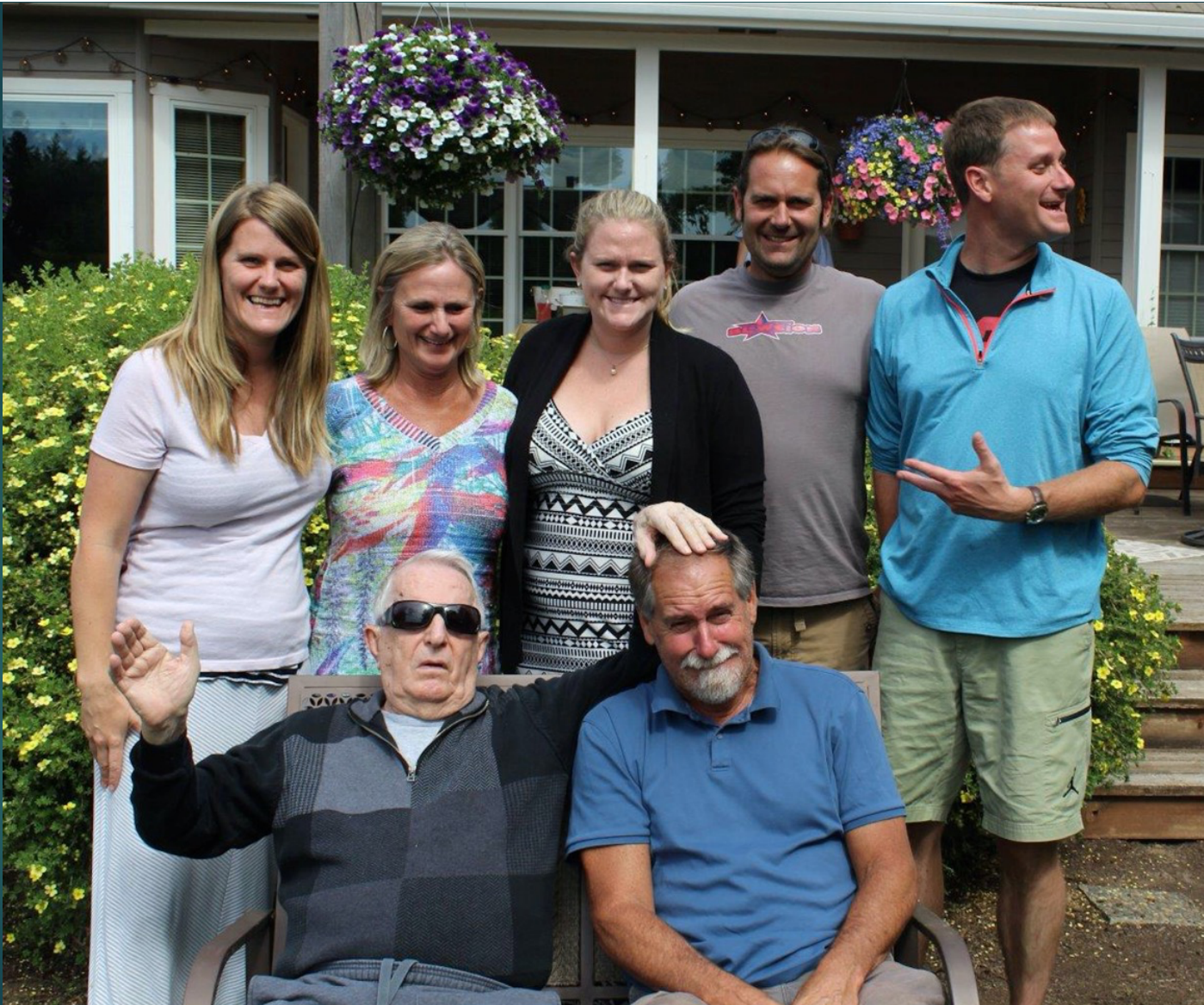






















Let's meet everyone...

I am John DeCosta, from Seattle, we moved to Portland in 1966.

Attended Jesuit High in Beaverton.

Attended Oregon State, transferred to University of Oregon, and Studied Real Estate in the Graduate School of Business at U of O.

Got licensed in October 1978, and have been a broker since that day.

I married Priscilla in 2002. She has 2 kids and I have 2 kids. We are very lucky and thankful.

We live in Lake Oswego and we visit our home in Cannon Beach as often as possible.



We have some special
gifts for some special
people today!



Thank you for attending today and for all of the referrals, which we cherish.

It is our pleasure to serve you and your special friends...

JOHN & PRISCILLA
DECOSTA

INSTITUTE for
LUXURY HOME
MARKETING

MEMBER

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