BEYOND SALES

THE DEAL MAKER MODEL

Unlocking Human Potential in Real Estate



SPIRIT / INTELLECT / PHYSICAL EXPRESSION

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Quantum Mindset Real Estate Coach

A letter to the visionary leader

Same people. Same resources. New possibilities.

Dear Sir / Madam,

Great projects deserve people who can bring them to life. I believe an organisation’s untapped potential may lie within its own people.

A personal invitation

My experience in real estate and a decade of mindset study and practice inspired me to develop the Deal Maker Model. It brings together inner awareness, emotional mastery and disciplined sales execution.

A conversation, not a sales pitch

I respect the value of your time. Leaders who value time also know how to make time for meaningful possibilities. I would be grateful for a 20-minute conversation to understand your priorities and explore how I may contribute.

With gratitude

Jitendra Tyagi | Founder, Deal Growth Academy

The journey behind the model

Experience meets purposeful practice.

18 YEARS

Real estate sales experience.

55,000+

Client meetings and interactions.

₹500+ CRORE

Exposure to a deal pipeline.

A decade of practice

Exploring mindset, self-image, spiritual awareness and human performance, and integrating these ideas with practical sales experience.

Experience figures are founder-reported and subject to confirmation before publication.

The invisible side of business

Performance begins before the client meeting.

IDENTITY

How people see themselves can influence the responsibilities and goals they are willing to take on.

PARADIGMS

Repeated mental and behavioural patterns can shape how teams respond to opportunities and setbacks.

EMOTIONS

Pressure, confidence and emotional regulation influence communication, attention and decision-making.

EXECUTION

Translate awareness into preparation, clear priorities, timely follow-up and measurable action.

The Deal Begins Within, Before It Happens Outside.



Three dimensions of human potential

A framework for reflection and action.

01 / SPIRIT — THE INNER BEING

Awareness, purpose, values, identity and responsibility.

02 / INTELLECT — THE THINKING MIND

Imagination, will, perception, reason, intuition and evidence-based planning. Mental rehearsal supports preparation.

03 / PHYSICAL EXPRESSION — THE VISIBLE ACTION

Voice, listening, body language, qualification, CRM, follow-up and ethical closing.

Inner awareness → clearer thinking → purposeful action.



The Deal Maker Model

Six concepts. One practical journey.

01 IDENTITY / Deal Maker Identity

Recognise limiting beliefs and the invisible deal ceiling.

02 VISION / Future Deal Vision

Set clear goals and reverse-plan pipeline activity.

03 PRESENCE / The Deal State

Manage pressure and communicate calmly.

04 CONNECTION / Buyer Trust Field

Understand needs, capacity and decision readiness.

05 CONVERSION / Decision Leadership

Diagnose objections and agree informed next steps.

06 CONSISTENCY / Sales Rhythm & Momentum

Build follow-up discipline and review results.

Emotions change the conversation

From pressure to purposeful performance.

THE PRESSURE SWITCH

Recognise emotional triggers before a negotiation or client meeting.

CALM PRESENCE

Practise a three-breath reset, attentive listening and a steady voice.

BUYER PSYCHOLOGY

Understand the customer’s concerns about security, family, value and decision confidence.

PRACTICE AND FEEDBACK

Use role-play and observation to develop better responses without pressuring buyers.

Understand the emotion before discussing the commission.



Universal principles in business

Reflective ideas translated into everyday practice.

CAUSE & EFFECT

Review actions and observed outcomes.

VIBRATION

Reflect on emotional state and its expression in behaviour.

RHYTHM

Build consistent prospecting and follow-up routines.

COMPENSATION

Connect value creation with agreed financial rewards.

ORDER

Organise priorities, responsibilities and systems.

Quantum mindset and universal laws are coaching and philosophical concepts here, not proven physical mechanisms for generating sales.

From individual to organisation

Three levels of transformation.

INDIVIDUAL / Self-Image

Develop awareness, confidence, goal clarity and responsibility.

TEAM / Alignment

Create shared purpose, communication standards and collaborative routines.

ORGANISATION / Performance

Align leadership priorities, execution standards and review processes.

A shared vision becomes useful when it is expressed through shared action.

From mindset to measurable results

Track behaviour before claiming impact.

EXECUTION

Measure planned versus completed actions, follow-up completion and time to agreed next steps.

CLIENT TRUST & CONVERSION

Track qualified conversations, site visits, agreed next steps and observed conversion rates.

FINANCIAL OUTCOMES

Review booked sales, earned and received commission where relevant, expenses and net income.

REVIEW

Agree a baseline and review period with management. Results depend on implementation and market conditions.

Contribution before commission. Consistency before freedom.



The corporate transformation experience

A proposed engagement tailored to your organisation.

01 / DISCOVERY

Understand leadership priorities and current challenges.

02 / BASELINE

Agree measurable objectives and relevant indicators.

03 / WORKSHOP

Interactive mindset, emotional mastery and sales execution exercises.

04 / IMPLEMENTATION

Practical assignments, role-play and manager-supported routines.

05 / REVIEW

Evaluate observed progress and agree next steps.

Scope, duration and fees are agreed after discovery.

An invitation to explore

Same organisation. A new level of possibility.

LET US CONNECT

A 20-minute conversation to explore your organisation’s priorities.

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Transforming People. Transforming Performance.