

CALZACO 

IN THE ARENA

BATTLE TESTED STRATEGIES
TO SECURE YOUR FUTURE



JULIE CALZA

DISCUSSION RESOURCE

Resource to help you pull the main points
from the book and maximize the contents for
your group.

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A note for you...

The goal of this discussion guide is to help you get the most you possibly can from the book. I'm excited to support your group - even if it's just you and your friend catching up over a drink - with some questions you can use to spark your discussions.

Semi-Spoiler Alert - The book has three phases: introduction to ideas and blueprint for how to determine what you need, breakdown of precisely how to get there, the build-up to show you how to execute.

Then it finishes with how to make the process easier and why the journey is worth it. If a chapter isn't your thing, skip to the next one.

Remember: each chapter of In The Arena includes some quick tips at the end of the chapter. I designed these to be easy references for what the chapters dive into so you can return to the book for guidance over and over.

Enjoy!

JULIE CALZA

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*P.S. - It Just Takes
One Percent*



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CH. 1: HACK IT

- Was there ever a point where you stumbled trying to reach your goal and came really close to giving up (or gave up)?
- What have you daydreamed about but then dismissed it because it seemed impossible/not even worth trying?
- What is something you really want to accomplish within the next year?

CH. 2: ONE PERCENT

- What is something you have avoided because you thought it was unlikely it would work out? If you had done that thing then, where would you be now?
- If you told your peers that you were going to build a multi-million dollar real estate portfolio, would they discourage you? If yes, why do you think they would?
- What opportunities have you not taken because you did not want to stand out?

CH. 3: BRICK WALLS

- When you are told no, or a major challenge comes between you and your goal, what is your first response?
- What was your greatest takeaway about pivoting from this chapter?



CH. 4: KNUCKLE DRAGGER

- What is an example of an area of life you can easily be stuck in or stagnant? Where you are running in place?
- Do you feel when faced with problems are you more likely to "fight or flight"? How has that served you in the past?
- What are some ways/ steps that you can take to get more "comfortable" reaching beyond what is normal in your peer group?

CH. 5: BEARING

- Make a list of your debt's. Do you see any patterns in spending habits or thinking that caused these debts to compound?
- How long will it take you to pay off all debt following the strategies listed in the book?
- What would you be able to accomplish if this burden was not standing in your way?

CH. 6: THE APPROACH

- If you own a home and got orders tomorrow, what would your return be if you were to rent out your house? If you do not yet own a house talk about what situation you would rent it and in what situation you would want to sell it.
- Looking back on the goal you talked about or wrote down above, how would you specifically weigh your risk in working towards it?



CH. 7: LUG NUT

- What's one habit you could add on a daily or weekly basis to help you multiply your income to invest?
- What's your biggest fear about investing in real estate?
- Choose one recurring expense you make that's not necessary. If you cut out that purchase, how much would you save in a year? 5 years? 10 years?

CH. 8: CHECKS

- What's one big goal you have that you have been wanting to achieve but don't know where to get started?
- Work backwards and write down 3 things that would have to happen in order for you to reach that goal (i.e. If you want to have a multimillion dollar real estate portfolio you need to determine how many homes you need in the market you want to buy in, then you need to define the ideal homes, and prep for each home purchase. To get the first one you may need to work on your credit or Debt to Income Ratio.)
- Now you see a starting point there at the bottom of the list, break it down further and see what you need to do to accomplish that and set yourself a deadline.



CH. 9: FREE

- Take a moment and think about the five people you surround yourself most with. How are these individuals playing a positive role in helping you achieve your goals? How are they slowing your progress?
- What are 5 things you are consuming on a daily basis. How are these activities helping or hurting your progress towards achieving your goals?
- What's one thing you can add to your day or one person you can spend more time with that will give a positive impact in your life and towards achieving your goals?

CH. 10: RIP

- If you were able to wake up tomorrow with a completely different mentality, and did not have to put effort into developing a new way of thinking, (no fear, no trauma, no concern for what others thought etc) what are 3 habits you would want to have?
- If you were able to wake up tomorrow with a completely different mentality, and did not have to put effort into developing a new way of thinking, (no fear, no trauma, no concern for what others thought etc) what is the first thing you would do?



CH. 11: EXTRA

This chapter was almost cut from the book, it was kept because it's meant to re-center you on why you read this and what you have to gain from this knowledge.

- What "ah-hah" moment did you have?
- Which of the strategies are you most excited to try?
- What did you learn about yourself as you read this book?

CONCLUSION

When I finish a book, I write down my reactions to it in my own words. When you do this you are able to recall information better and are more likely to retain the content. Write your initial reactions to this book then set a calendar reminder for a month from now to look at them again to see how they sink in.

**For additional "In The Arena" resources, visit:
www.calzaco.com/inthearena**



***If you rely blindly on guidance without any responsibility
for your part in getting where you want to go, how
can you ever hope to succeed?***

