



REALTY-SUCCESS
SYLVIA PERREAUT



AUGUST 4 2008

EDITION 1, NUMBER 9

IF YOU ARE HAVING DIFFICULTIES READING THIS MESSAGE, [_PDF](#)

www.immo-succes.com

**Read the Realty Reality
of the Month Archive**

Tricks of the Trade:

« All those who succeed have something in common: They have an adviser, a guide, a trainer, a business manager, a training officer, a manager, a coach, a motivator... A mentor... You, whom do you have? »

**Your REALTY-SUCCESS
Affirmation of the
Month :**

« I prospect with pride because I have confidence that I am offering a service upto the expectations of the customers! »

**REALTY-SUCCESS
In your area!
Our Conference :**

***Are you your
worst client***

Conferences (60 minutes) that can be given in your area or at your office. For more information, visit the Training and Conferences page at www.immo-succes.com or call us : 450-661-3480

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The Realty Reality of the Month: August 2008

To Read This Month: **Are you ready to start off the wheel again?**

Don't forget: **The REALTY-SUCCESS  Response of the month!**

Are you ready to start off the wheel again?

The holidays are over and here we are in front of our eternal anguish of starting off the wheel again for the next real estate season! Some of you have succeeded in maintaining a certain consistency in your listing inventory during the summer and the customers impatiently awaited your return for finally entrusting their property to you. But others, on the other hand, disappeared with the summer and everything has to be rebuilt! In the face of this vacuum and the inaction which paralyzes us, one wonders from where to start?

May I remind you of my favorite statement?

“Many listings... many calls, many calls... many buyers, many buyers... many transactions!”

(See page 151 of volume I, Real estate agent; from dream to reality)

Simple recipe, but for some, as bad tasting as a certain cough mixture!

However, it is finally and surely the best moment to attack your prospecting! Why?

- Because you are well rested, in shape and in a good mood!
- Because there is an interesting source of AVPP and those lapsed available upon your return from the summer holidays.
- Because it is your job to do it.
- Because you have the time...
- Because if you work with buyers from now on you will have the pretext of no longer having the time to prospect.
- Because registrations are money in the bank.
- Because nobody is doing it. Therefore, if I do it, I am more likely to get registration appointments!

These are all good reasons to dare to ask people whom you will meet and solicit: “Do you know somebody who wants to sell or buy a property this year?”, “Can I help you?”, “Why not do business with me?”, “You want to sell, I have the expertise! Why not make a team together?”

It is so easy and yet... Hey once you get cracking that goes on sometimes! You know that you are not a real estate agent if you do not have a listing. End of discussion! You chose this profession, so go look for listings. End of discussion! You will notice rather quickly, I promise you, that the pain of starting off the wheel again will disappear with the many calls from buyers and especially calls from collaborator agents who do not have any listing yet!

Realty-Success Quote of the Month

«The greatest risk of life is not to take any.»

Do you need **MOTIVATION** and **COACHING**?
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Have you watched Sylvia's New **Video**?
Great tips!

Please pass this information along to anyone in your contact management system that you feel would benefit from reading it.

Please add "Info@immo-succes.com" to your white list or address book in your e-mail program, so that you have no trouble receiving future issues!

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I hope you take the road to success and never forget that you are a good salesperson and be proud of it. You are honest and motivated. Do not let anyone believe otherwise, especially not yourself.

I wish you REALTY-SUCCESS!

News from Sylvia!

It gives me pleasure to announce to you that from 1st June, 2008, after a long prolific career as an agent and real estate broker (26+ years) , I have put my license to practice on hold with an aim of devoting myself entirely to the development of your success! I am taking the liberty to explain to you that the main mission of my company IMMO-SUCCESS is to better train, motivate, support, coach, teach and help all the agents and brokers TO GET AN IMMO-SUCCESS in their choice of career. To place at your disposal and to make available, in a spirit of pride, motivating training material with the support of many tools such as books and tools of the IMMO-SUCCESS METHOD, as well as my commitment to deliver lectures, motivating conferences, an interesting info-letter every month and customized training tools and above all, unique to our profession.

Your support and your confidence in me, my company and my products offered, have made me take quite an enthusiastic step and many events and projects will be revealed to you in the coming months. Especially, do not miss the first Quebecker IMMO-SUCCESS Real estate Seminars and conference in November! For less than \$ 300 per day! Moreover, you have the opportunity of staying at the majestic hotel Fairmont Tremblant in Laurentides, at less expense, because we have reserved blocks of rooms at a special price for you! For those who arrive on the evening of 4th November, we are preparing a surprise evening for you (details to follow).

You will have the wind in your sails for an IMMO-SUCCESS this autumn!

Much Love, Sylvia

The Realty-Reality News of the Month

"You want to follow me on networking sites? (Bilingual)

Linkedin: <http://www.linkedin.com/in/immosucces>

TWITTER: <http://twitter.com/SylviaPerreault>

Youtube: <http://www.youtube.com/immosucces>


Facebook: <http://profile.to/sylviaperreault>

Groupe Immo-Succès/Realty Success on FaceBook : <http://tinyurl.com/not3dv>

Blogs : ACTIVERAIN: <http://therealtyrealityblog.com> (en anglais)

Localism: <http://localism.com/neighbor/sylviaperreault> (en anglais)

 **Responses for Realty-Success!**

Objections	..  Response ..	Close the discussion and sign
<p>We prefer to list at a higher price to be sure of getting the maximum for our house; we will be able to keep a larger negotiating range later if necessary?</p>	<p>☺ I understand that you want to register at the highest possible price... to leave room for negotiation... Did you consider the problems that this would represent for you? The majority of the people don't even take the trouble to visit properties listed at too high a price... Would you prefer that I negotiate several offers for you at the same time? Or either I don't even get the chance of negotiating just one? ☺☺ Many offers! Isn't that what you want? ☺</p>	<p>Then, let's make a good deal and... let's simply sign the contract... so that I can help you to get what you want as soon as possible that would be excellent no? ☺ ☺ ☺ ☺ Sign the contract!</p>

You have questions, testimonials or need more information, email me at: info@immo-succes.com
As a subscriber to the IMMO-SUCCESS month, you have the privilege to receive this email. If you no longer wish to receive emails you can unsubscribe. Reply to this email indicating in the subject box: "Please Unsubscribe".