



REALTY-SUCCESS
SYLVIA PERREAUT



DECEMBER, 2, 2007

EDITION 1, NUMBER 2

www.immo-succes.com

You miss one?

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Read the Realty Reality of the Month Archive

Tricks of the Trade:

"Give yourself a gift this year and buy the three books that will give you REALTY-SUCCESS!!!"

Your REALTY-SUCCESS Affirmation of the Month :

I encourage and I share the richness of my knowledge and experiences. This will be my legacy!

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: December 2007

To Read This Month: **Did you know that...**

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

Did You Know That:

Évolution des nouveaux membres par rapport au nombre d'années d'expérience

Promotion	Stipendés	% des diplômés restés après 1 an et plus :									
		1 an	2 ans	3 ans	4 ans	5 ans	6 ans	7 ans	8 ans	9 ans	10 ans
1997	1 145	36,72	62,97	59,02	47,38	42,42	40,79	39,21	37,03	35,63	33,89
1998	1 171	36,53	63,99	57,74	50,31	48,10	45,98	44,11	41,90	40,54	
1999	1 041	35,81	64,14	55,13	50,72	49,66	46,60	44,30	41,71		
2000	1 131	35,69	66,07	59,40	56,71	51,49	48,78	44,91			
2001	1 179	37,06	67,34	60,13	58,03	53,10	49,99				
2002	1 204	36,13	73,91	65,90	61,39	58,11					
2003	1 630	33,82	71,40	61,58	58,40						
2004	2 633	32,00	68,33	60,33							
2005	2 746	39,99	64,07								
2006	2 416	31,34									
Moyenne (%)		34,03	67,34	60,03	54,74	50,24	46,13	43,14	40,22	36,29	33,89

Source : ACAIQ

Disturbing?

Firstly, I sincerely believe that many people dream in color when they decide to become real estate agents. Oh yes! And thankfully they do because it can be tricky to start this career!

But if new agents were better trained and more informed as to the nature of their future adventures in the business, there would be fewer disappointed agents and negative thoughts towards our profession.

I understand that they were unprepared; they preferred to dream rather than face reality. But not having the resources to continue is another thing...

Secrets to Success?

It is essential and crucial that the ideal agent continuously educates herself with new information and courses that will keep her at the forefront of innovations - in information technology, law and sales techniques – not only her knowledge of the real estate market.

New information and educational courses will not come to you – you must find them – you must register for them and read everything that passes through your hands! Continuing education is not mandatory in our field in Quebec. You are responsible for it like you are your career as someone who is self-employed.

Do you need
MOTIVATION and
COACHING?
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You need motivation
and private coaching
tailored to your
needs.

A program in English
with the material and
content for Quebec
way's and payable in
Canadian funds.

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**Realty-Success Quote of
the Month**

« We aren't going far if we
change our route everyday » -
Proverb

**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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Two important qualities are present in agents that perform well; they continually monitor the course of their own career and they spend a significant portion of their time and budget on training and coaching. When you speak with one of these agents you quickly realize that they are very well read. They are self-taught (a distinguishable quality of our profession) and they read frequently on subjects such as personal growth, biographies, technical sales and marketing, psychology, communication, computers, etc...

You will find all these topics touched upon in my books!

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** holiday!!
Sylvia

News from Sylvia!


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

- Linkedin: <http://www.linkedin.com/in/immosucces>
- TWITTER: <http://twitter.com/SylviaPerreault>
- MyPlaxo: <http://SylviaPerreault.myplaxo.com>
- MySpace: <http://www.myspace.com/sylviacmoi>
- Youtube: <http://www.youtube.com/immosucces>
- Facebook: <http://profile.to/sylviaperreault>
- Groupe Immo-Succès/Realty Success on FaceBook : <http://tinurl.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 are thinking of waiting until after the holidays to put our house for sale!</p>	<p>I can understand your doubts...and I think you also realize that buyers often benefit from the free time they have during the holiday season to make such an important and time consuming purchase! So let's put your home on the market so we won't miss such an important time for good qualified buyers! ☺ Do you feel that I can you're your property? ☺</p>	<p>This is where you sign the contract (offer him the contract with your pen) So that I can help you get what you want... Wouldn't that be great? ☺</p> <p>☺ ☺ ☺ ☺</p> <p>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".