



**REALTY-SUCCESS**  
**SYLVIA PERREAUT**



DECEMBER, 2, 2009

EDITION 2, NUMBER 11

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

[www.immo-succes.com](http://www.immo-succes.com)

**You miss one?**

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**[Read the Realty Reality of the Month Archive](#)**

***Tricks of the Trade:***

«I never miss an opportunity to mention to everyone I meet that I can help them with their real estate needs»

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

«I tell the world about the love I have for my profession! »

**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](http://www.immo-succes.com) or call us : 450-661-3480

**Realty-Success Quote of the Month**

«Customers do not fall from heaven ... thankfully! We must find them. Know that few people are excellent at doing this» Sylvia P. Convention 2009 - Laval

## **The Realty Reality of the Month: December 2009**

To Read This Month: **It's the time of year to party to prospect!**

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

### **It's the time of year to party to prospect!**

With the many holiday events coming up this season it is the perfect time to find new clients!

To help you have fun, here are a few tips for a networking IMMO- SUCCESS holiday!

- 1 - Before the event take a few minutes to learn some positive facts about the real estate market. What will you answer when you are asked how the market is doing!?
- 2 - Practice explaining what you do in 30 seconds – such an explanation will make your life easier in a noisy and crowded cocktail party!
- 3 - If possible eat before you go ... a full stomach will help absorb any alcohol you have thus keeping you sharp and ready to network. Plus you will have a free hand to shake hands or give business cards with and you will have more time to circulate the party and meet people!
- 4 - Dress festively but with class and distinction! Bring a sign (pin) representing your profession that will spark interest and curiosity in all those that see you!
- 5 - Bring 20 business cards and do not leave before you have given them all out!
- 6 - Ask for the business cards of everyone you give yours to so that you will be able to follow up!
- 7 - Enter the room early and with a smile! Smiling makes you approachable and will hide your nervousness!
- 8 - Ask your host to introduce you to people you do not know or to introduce you to a group already there.
- 9 - Give a good handshake and immediately repeat the person's name. This is not only respectful, but will help you to remember their name!
- 10 - Be interested in the person you are talking to as there is nothing more flattering than someone who is sincerely interested in us! Also, asking questions is the surest ways to learn more about their real estate needs!
- 11 – Only spend a few minutes speaking with each guest and be sure that the person speaks more than you! Move on to the next person; they will appreciate that too as they will be doing the same thing as you!
- 12 – Call everyone you met within 24 hours to follow up!

So? Do I need to remind you of **your favourite question: "Do you know anyone who wants to buy or sell a property that I can help?"**

***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**

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 MOTIVATION and  
 COACHING?  
 Learn more :  
 450-661-3480**

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  
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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](mailto: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!

## News from Sylvia!

Going to Calgary in December, who wants to meet me? Write me at [info@immo-succes.com](mailto:info@immo-succes.com)

"I'll be in Iran in January. Yes, you read correctly! I promise you I'll tell you of my adventures upon my return! ;-)

In the meantime, I want to thank everyone for your many testimonials (you can read by following [this link](#)) received throughout the year and throughout my talks, activities and product launches this year. Your generosity and appreciation warm my heart and help motivate my mission. It is the holiday season; a time of joy and pride brought to our profession and our colleagues. Sharing REALTY-SUCCESS!

**With hugs and love, 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><b>I want to try selling myself for a month or two before I entrust the sale of my house to a broker.</b></p> | <p>☺ ☺ Why wait and risk losing the serious buyers who are looking today?</p> <p>Mr. and Mrs. Sellers, when your property will be sold and you will vacate it within three months, will you take two months to try to find and buy property for yourself? Surely not. You know that you do not have much time to visit and see everything; but you can speed up the process with the help of an agent with access to all properties that are seriously on the market. No?</p> <p>Thus, serious buyers who are in the same position and are willing to pay the true market value for a property are currently visiting properties with an agent. They have no chance and most importantly, they do not have time to find or see your remote property on your street. Especially since it has no network promotion as I can offer you now.</p> <p>Remain positive and we will visit all properties within a month!</p> <p>☺☺</p> <p>Isn't that what you want? ☺</p> | <p>Then, <b>let's simply sign the contract...</b> so that I can help you get what you want... as soon as possible ... that would be excellent no?</p> <p>☺ ☺ ☺ ☺</p> <p><b>Sign the contract here!</b></p> |

You have questions, testimonials or need more information, email me at: [info@immo-succes.com](mailto:info@immo-succes.com)

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