



REALTY-SUCCESS  
SYLVIA PERREAUT



JANUARY 9 2010

EDITION 3, NUMBER 1

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

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

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

***Tricks of the Trade:***

« I do not miss any opportunity to mention to everyone that I can help them in their real estate decisions. »

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

“I tell everyone about my love 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**

“Clients do not fall from the sky...thankfully! We must find them. Know that few people are excellent at doing that!”

Agent Immobilier du rêve à la Réalité! P. 350

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## **The Realty Reality of the Month: January 2010**

To Read This Month: **Resolving Your Resolutions!**

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

### **Resolving Your Resolutions!**

With the same good intentions as every year, here is a complete list of resolutions to accomplish in 2010. Maybe you have doubts: I probably won't complete half of them! But isn't doing half of them better than not doing any at all? At least, I know what I have to do and having good intentions is the first step of “doing”, which still puts me ahead of others.

I'll be honest with you. The mountain of good intentions that I imposed on myself put me under a lot of pressure at the start of the year. It even completely paralyzed me. To be completely truthful, I've been in a state of panic since January 1<sup>st</sup>! I want to do everything (there is so much!) and I don't know where to start anymore.

But don't worry; I managed to get through it with the help of my personal coach and coaching program. Here's how:

- A) Review the business plan and operating budget.**  
**B) Recap of the list of resolutions and prioritize into three sections**, the intentions and possible projects that fit into the business plan.

Ex:

- 1- **Actions with immediate results:** (Ex: Picking up the phone and calling clients who wish to do business with me, but that I delayed because of the holidays (sic!) Call my former clients and wish them happy new year and offer them, for that matter, my services and finally, build my schedule of activities and immediately start offering my lectures and training services.
- 2- **Actions with short-term results:** (Ex: Launch an advertising campaign in specialized media and write articles for my business associates: banners, blogs, magazines, social networking sites, etc. Finish the translation of my new book. Review the prices of products that aren't selling well in order to make room for new ones. Yes!)
- 3- **Actions that don't “pay”** (but that you have to do because “that's life” but there's no rush!) (Ex: Clean up the pile of papers accumulating on my desk. Improve my website and create a French blog, like the blog I have in English so that readers can leave comments. Rethink my training presentation so I can use a new format each day, because, as I said, I have too much material and you want to spend more time on each topic and practice with me there...so here it is! ☺)

- C) Creation of new rewards** for me in order to reward myself for achieving certain goals that I set for myself this year! (Ah! This is by far my favorite resolution!)

**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.**

Enjoy a Realty-SUCCESS in 2010! You deserve it!  
With love, Sylvia

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COACHING?**

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Sylvia's New Video?  
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## News from Sylvia!

In January, I leave for Iran to give a lecture in real estate. Yes, you read correctly! I promise to tell you my adventures when I get back! ;-)

خودشان مشتری بدترین خود هاشرکت آیا: یسخنران موضوع پرو سیلویا  
طریق از مسکونی های پروژه فروش افزایش نحوه: اول ارسمین موضوع هستند  
های پروژه فروش موفق طرح: دوم سمینار موضوع: ییاب مشتری آسان های فروش  
مسکونی

Hmm, a translator pleases?

**I wish you REALTY-SUCCESS!!**

Sylvia

## The Realty-Reality News of the Month

**Sylvia goes on tour! Montréal, Laval, Québec, Eastern Country, Laurentian's et  
Gatineau in French and Ottawa and Toronto in English.**

**Brokers, owners and directors:** Ask for a free visit from Sylvia! If you provide the coffee  
and a corner of your office, Sylvia will motivate your staff for 30 minutes with tips, ideas and  
stories that only she can tell! Be the first to book her!

### "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
I want to try the Internet company that advertises on television and in the media before entrusting the sale of my house to a broker.	☺☺ Why wait and risk losing the serious buyers who are now seeking a company like mine? Mr. and Mrs. Sellers, would you do business with a company that has only very little market share in this industry? Me, I work in a company that, together with all other major real estate companies has an active network that represents over 90% of the market. Wouldn't you rather do business with those who have real access to clients for your property?☺☺ Isn't that what you want? ☺	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? ☺☺☺☺ <b>Sign the contract here!</b>

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