



REALTY-SUCCESS  
SYLVIA PERREAUT



JULY 10 2008

EDITION 1, NUMBER 8

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:***

Delegating to the right person allows us to really relax on a holiday!

**Your REALTY-SUCCESS**

**Affirmation of the Month :**

« My time off is for the good of my career and my equilibrium! »

**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**

"If you do the same as yesterday, you will not get the same results because, if you do not change, your environment has changed" (unknown)

*(Thanks to Yvon Laliberte of Futur Immo, Laval to have offered this quotation to me!)*

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**The Realty Reality of the Month: July 2008**

To Read This Month: **Are you able to take truly, genuine holidays?**

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

**Are you able to take truly, genuine holidays?**

Outside and far away from your office and your customers?  
Consecutive and without working, even a little?  
Without a cell phone?  
Without guilt?

It seems that it is one of the bigger challenges of brokers and real estate agents... **to stop for real!**

Who doesn't have this feeling of hearing his pager or cell phone ring during the first days of his holidays, when in fact it had been left at home?

Who doesn't already want to stop his activities three weeks before the holidays to be sure of really leaving?

Who, during his holidays, doesn't already want to listen to his messages in his voice box to know if a certain transaction succeeded, for finally being able to relax?

Who hadn't by chance, made the best transactions of his life just before his departure? At the last minute, in the race, thus creating a stressful departure? One would believe that the customers know and feel that one wants to leave and then they decide to make us a purchase offer on the eve of our departure! Who has already not heard a seller say to him: "How come you are leaving on a holiday? If I had known, I would not have signed up with you!"

As a self-employed person, it is not obvious to take holidays. One must know to delegate and choose the right person who will replace us, in order to leave with a peaceful mind. It is necessary to switch off and not feel guilty. When one deserves his holidays, it is generally easier! We must know how to resist bringing files with us and to leave the cell phone and pager at home, with our substitute or simply to transfer our calls to our office, with the knowledge that they will be relayed to the person whom we have carefully chosen for his integrity and professionalism and that he will live up to the services that we render to our customers.

**Here are some tricks and solutions for well planned and successful holidays:**

- Choose the person well in advance who will replace you and make a reasonable and fair agreement with him.

**Several formulas are favored:**

- Either with a sharing of the commission, which will be determined in advance, on each type of transaction made in your absence, therefore case by case.
- Or for a lump sum payment or a percentage agreed in advance, per

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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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transaction.

- o Or by a substitute without expenses, which will be mutual and determined in time.

The winning formula will be the one which allows you to leave with your mind at peace, knowing your customers are in good hands and without the fear of losing a fortune in your business!

- Transfer your files to the selected person a few days in advance, to allow yourself to have time and energy for your preparations and especially to relax for really enjoying each moment of your holidays.
- Leave at least ten days for really being able to chill out and rest.
- Choose a rather distant and pleasant place in order not to be tempted to work from a distance.

You will thus have a well deserved, effective and beneficial holiday!  
As for me, I shall again speak to you in the middle of August after "my holidays"!

**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!**

New coaching group starting in August! Call now!

*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
We do not want to sign with you since you are leaving for a holiday!	I sincerely understand the concern that it creates for you, and I can assure you that the fact of being away for a few days will not affect in any way the market launch of your property which will be made according to my standards of professionalism and my substitute; Mr. or Mrs. Untel will be as available as myself to assist you in your sale process if required. ☺	Let's sign the contract together and I will prove to you that I deserve my little holiday and that I will moreover be in super shape on my return to sell your property without delay. ☺☺  <b>Let's together sign this contract right away! ☺☺</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".