



**IMMO-SUCCÈS**  
POUR TOUS LES PROFESSIONNELS  
DU COURTAGE IMMOBILIER.



JUNE, 7, 2008

EDITION 1, NUMBER 8

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

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

***Tricks of the Trade:***

“Doing some cleaning of your office and of your files will makes room for new challenges and... new customers!”

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

**“I deserve my holiday!**  
Planning enables me to control!  
I like to plan my time off!”

**REALTY-SUCCESS In your area!**

**Our Conference :  
*Be proud to be a Real Estate Agent!***

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**

*“To be on holiday, is not having anything to do and having all day to do it (Robert Orben 1927-)*

Copyright © 2009 Immo-Succès © Realty-Success, Canada [www.immo-succes.com](http://www.immo-succes.com)

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

To Read This Month: **It feels like the well deserved vacation season!**

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

**It feels like the well deserved vacation season!**

Summer has arrived and it is the ideal time to reflect on the last six months. You have finally collected the fruit of your spring labour and you wisely paid off your credit card, paid your taxes and from each check cashed, put a percentage aside as a reserve for the next year. Is there anything left for your summer vacation? I hope so for you!

Here are the questions you should ask yourself biannually:

- Do your current business results match your expectations?
- Were you able to follow your business plan?
- Was your business plan realistic? Do you need to readjust it so you are not discouraged or is there room to grow and expand your ambitions because you have already achieved your current goals?
- Is there something standing in your way preventing you from doing business which could be removed?

The summer is indeed the appropriate time for:  
Resting... and...

- Replacing and ordering your promotional material, such as yard signs and inserts, without forgetting hardware so that it all stays in place!
- Ordering and redoing your business cards with a recent photograph of yourself in good health, rested and tanned!
- Planning, revamping and ordering your advertising material such as your website, your direct mailing and publicity for your self-promotion!
- Hiring, training and maybe replacing your support staff such as assistants or agents for your team!
- Updating your customer information and business partner database!
- Reading motivational books (Realty-Success is coming soon in English!) and attending additional training seminars on the subjects that you wish to improve!

(Unfortunately, there is little training offered during the summer when we finally have time to register for it! This is why I encourage you to think of coaching! Personal coaching is tailored to meet your individual needs and to fit your schedule. It will enable you to

**More than 1500  
books and CDs sold  
in a few months!  
Do you have your  
copy?**



**Buy the complete Realty-Success Method  
\*English edition coming soon!\***

(Includes Volumes I and II and the Realty-Success Method Toolkit, the Affirmation CD + 3 EXTRA BONUSSES!)

**Only 155\$ CAD\***

For more information, visit our online [store](http://store).

\*Price does not include tax and delivery. Credit Cards accepted.

Delivery within 3-6 days of purchase..

**Do you need  
MOTIVATION and  
COACHING?**

Learn more :  
**450-661-3480**

Copyright © 2009 Immo-Succès © Realty-Success, Canada [www.immo-succes.com](http://www.immo-succes.com)

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!

Copyright © 2009 Immo-Succès © Realty-Success, Canada [www.immo-succes.com](http://www.immo-succes.com)

quickly improve in the areas and techniques you require and summer is the best time to begin! See the [Coaching](#) section on our website for more information!

You now know what to do **during** your vacation!!! In addition to your summer time transactions, make your list of things to do and have the satisfaction of checking off your achievements as you go along! You will then be ahead of the game and ready to attack the autumn market in full force and in top shape!

**I hope you choose to take the path to success and that you never forget that you are all excellent brokers and agents. Never let anyone believe otherwise, especially you!!**

**I wish you REALTY-SUCCESS!**


Happy IMMO-SUCCESS!

*Sylvia*

*Sylvia Perreault, President and founder of the company Immo-Succes, offers coaching, seminars and conferences designed to encourage success and to promote pride in being a real estate agent. With 26 year of experience, she is also the author of **MÉTHODE IMMO-SUCCÈS: Agent immobilier: Du rêve à la réalité ! Tome I, Agent immobilier : De la réalité aux rêves ! Tome II et Les outils IMMO-SUCCÈS (English translations are coming soon!). To reach Sylvia, please call 450 661-3480 or send her an e-mail at [info@immo-succes.com](mailto:info@immo-succes.com) or visit: [www.immo-succes.com](http://www.immo-succes.com).***

Want to know more about the REALTY-SUCCESS Method? A conference designed for Real Estate Agents and Brokers is available. Contact me for more information.

## Responses for Realty-Success!

Objections	 Response "	Close the discussion and sign
<b>We thought of waiting until after the summer vacation to put our property on the market!</b>	I can very well understand your reasons to believe that it is not the right time... and I think that you also realize that buyers often benefit from the spare time that they have during the summer months to carry out such an important and demanding purchase in their lives. Many purchases are made in the summer to accommodate families with children who are at school during the year. So let's put your property on the market immediately so as not to miss this opportune time for buyers!☺ Do you feel that <b>I am willing to sell your property?</b> ☺ ☺	Trust me, there are many transactions in the summer and it's time to <b>sign the contract</b> (give him the document with your pen) so that I can help you get the motivated buyer that you want... Wouldn't that be ideal? ☺  <b>Let's sign the contract.</b>  ☺☺☺☺
<b>Nothing happens in summer; everyone is on vacation</b>		

Interested in receiving invaluable and free advice every month? To receive our Realty-Reality of the Month, write to: [sylvia@sylviaperreault.com](mailto:sylvia@sylviaperreault.com)

If you have any questions, comments or would like more information,

Email me at : [info@immo-succes.com](mailto:info@immo-succes.com)