



IMMO-SUCCÈS
POUR TOUS LES PROFESSIONNELS
DU COURTAGE IMMOBILIER.



MARCH, 7, 2008

EDITION 1, NUMBER 4

www.immo-succes.com

Read the Realty Reality of the Month Archive

Tricks of the Trade:

“Ensure that you begin your day with tasks that cannot be ignored or are less pleasant and end in a blaze of glory. You will thus preserve the pride of the work accomplished.”

Your REALTY-SUCCESS Affirmation of the Month :

“Affirmations nourish me and give me the strength to exceed.”

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Realty-Success Quote of the Month

“Manage to spend less money than you earn, or if that does not work, earn more money than you spend” Ernie Zelinski

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The Realty Reality of the Month : March 2008

To Read This Month: **Self-confidence**

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

Self-confidence

It is unthinkable to work in this profession without this quality:

- ✓ It takes a lot of courage to knock on the door of an FSBO...
- ✓ It takes a lot of nerve to call an expired listing...
- ✓ It takes a lot of guts to justify our fees and to list at a rate up to 7%...
- ✓ It takes a lot of nerve to get a reasonable offer...
- ✓ It takes a lot of courage to get a reasonable offer accepted
- ...

Are we champions of self-confidence in this occupation?

I doubt it...

I hate to say it, but I have found that at each lecture that I have given, at each coaching call and talk that I have had with you, that lack of self-confidence is our greatest weakness. And this is often a challenge to even the most successful agents.

Is it a general dislike of our profession by the consumer that robs us of our self-confidence?

Is it due to a lack of experience?

Or a fear of rejection?

No! It's our own negative thinking!

You are the problem so you are the solution!

Our thoughts, feelings and even our general way of being are shaped by the tone and content of our inner voice. It is what the famous hockey coach in the Quebecker film “Les Boys!” called “le mental.” Therefore, if your inner thoughts are positive, you are likely to have a positive and proactive day. On the other hand, if

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your inner voice is negative and pessimistic, this total lack of self-confidence will be reflected in your actions and especially in your determination to achieve your goals.

Positive affirmations have always been a part of my life, as probably they have been in yours, perhaps without you knowing it. Some people are naturally more self-confident. Others beat themselves down continuously without realizing it. Do you listen to what your inner voice says to you? Is it positive? Not always? That's normal.

At a certain time, to reach a certain performance level, we all need a greater amount of self-confidence and to have it, you must work on it daily. This is how I learned about the power of positive affirmations and believe me, it works!

Yesterday you went around the block three times before summoning the courage to knock on the door of an FSBO?

For a few days try saying these positive affirmations to yourself:

- ✓ I love prospecting!
- ✓ I like the challenge of ringing doorbells!
- ✓ I want and can help this person in the sale of his property with my knowledge and experience!
- ✓ I am not afraid of rejection!
- ✓ I am convinced that they need me!
- ✓ Etc....

And you will probably make one less trip around the block each day and with the help of these positive experiences, you will find more and more doors open to you!

An experienced colleague read my book and wrote me a testimonial which I posted on my site. Go to www.immo-succes.com (under the tab Testimonials). She told me that with this inspiration and the self-confidence which she has developed since reading this, she was able to respond to a client who asked her whether her fees were negotiable, with an assertive "No!" and then proceeded to sign her first contract at 7% without any further objection. Beforehand, with less confidence she would have easily said yes and would have ended up signing a contract at 6% without him even asking!

She understood that it was just a question of having self-confidence and being bold enough to answer "No!" to get what she was worth.

Convince yourself!

And do not hesitate to forward me your stories about your good work!

I will share these stories to motivate you!

I wish you a super month of March with as much deals as there is snow!

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 or visit: 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.

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



Responses for Realty-Success!

Objections	..  Response ..	Close the discussion and sign
We want to save the commission by selling our property by ourselves. #3	Surely you must know that by having a broker, you get a network of professionals at your service and thus better exposure of your property in the market. My broker's name inspires confidence and attracts many potential buyers. Don't you think that in order to sell your property as quickly as possible and at the best price you need a professional marketing team and the right exposure? ☺	Then, let's make a good deal and... let's simply sign the contract... so that I can help you to get what you want... as soon as possible that would be excellent no? ☺ ☺ ☺ ☺ Sign the contract here!

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

Email me at : info@immo-succes.com