



IMMO-SUCCÈS

POUR TOUS LES PROFESSIONNELS
DU COURTAGE IMMOBILIER.



8 AVRIL 2009

EDITION 2, NUMBER 5

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

www.immo-succes.com

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

Tricks of the Trade:

«It pays to refer clients to other agents! »

Your REALTY-SUCCESS

Affirmation of the Month :

«I put effort in building my team so we can provide superior service to my clients. »

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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 or call us : 450-661-3480

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The Realty Reality of the Month : March 2009

To Read This Month: Do you dream at night of cloning yourself?

If you succeed beyond your physical limits and time, what are the options before thinking about cloning?

Sylvia Perreault teaches you this month some crucial steps to increase your efficiency and the quality of your services by surrounding you with precious help.

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

Do you dream at night of cloning yourself?

With the unlimited commissions available in the real estate profession, there is a large potential for growth which should motivate you to set and achieve personal goals. But the definition of success in this career is to always do better than you did before!

Inevitably, a lack of time becomes a major obstacle in achieving that next level of success for most accomplished businessmen and women. We all began this profession with the definition of a "self employed person" in mind; someone who is highly competitive with a strong sense of individualism, someone who is very focused on this competitive market and someone, who above all else, must do everything on his own!

The first option is for you to be very organized in order to survive in this environment. But ultimately, with listing appointments and visits accumulating as a result of your increasing success, you find yourself trapped - dreaming at night of cloning yourself just to complete the tasks necessary to achieve the next level of success to which you aspire.

However, it is also said: "No change, no gain!"

If you succeed beyond your physical limits and time, what are the options before you consider cloning?

Your second option could be to find someone close to you who can help you cope with the increased tasks that result from your rising success.

So you may consider unloading some work on your spouse, your child, a member of your family or even a helpful friend. These people may seem ideal for helping you with all the small jobs that overwhelm your life like putting up signs, filling

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out sales reports and bringing valuable documents to the notary. But this option would involve your loved ones in your crazy life! Is this really what you want?

Here are some real solutions and important changes you can make in order to progress and improve your quality of life!

Hiring external support is definitely the first step. A secretary or a licensed assistant, working part or full time, will help while you focus on the more important (and lucrative) tasks like listing and selling! The hourly wage you will pay will be far exceeded by the money you will have the time to make! In other words, the money you will make in the time saved not addressing various tedious tasks, will quickly cover your expenditure. On the other hand, it's important not to lose your precious time in the office training your employee(s) indefinitely! Finding the right person takes a lot of time and patience but the investment will pay off if you try it!

The next step after hiring an assistant is to think about associating other agents and forming a team.

However before making this big step, I would recommend looking for an agent who you can refer clients to for a percentage of the commission. Forming a team requires management, organization and above all else, handling the added pressure of providing sales activity for your team. You will need to be strong and take time to train them in your image and you must accept decreased profits and less free time at the beginning. It goes without saying that a written agreement in this scenario is essential to avoid potential disputes.

This could become a win-win situation for everybody as long as it doesn't result in constant employee or team turnover. It should benefit your clients, your agents, your life and your night sleep!

Progress in this profession is possible if you want it, so consult for help, set goals and maximize your potential for success!!

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!
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 : info@immo-succes.com

Realty-Success Quote of the Month

«It is important to associate yourself with people of the same level of professionalism, image and values. » Volume II

We hate spam too!

We will not share your email address with anyone. Furthermore, we do not allow others to use our services to collect compile or obtain information about our customers including, and not limited to, their email addresses which are confidential.

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!

As a result of your subscription to the REALTY-SUCCESS of the month, you have the privilege of receiving this email.

If you no longer wish to receive these emails you cancel your subscription. Respond to this email with the subject « Please Cancel Subscription »

If you receive duplicate emails, please forgive us and let us know. We will correct the problem immediately.

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REALTY-SUCCESS NEWS

We are proud to announce that this month we launched our website in English :

www.immo-succes.com/realtysuccess.htm

Our unique approach focuses on your SUCCESS and your feedback has inspired us to translate all our products as soon as possible. All our conferences are now available in English. Our books are currently being translated, our Tele-Seminars will be announced soon and you can now receive our [Realty Reality of the Month](#) in English. Strong demand from the very competitive English market warrants our arrival in the North American Real Estate industry. I am therefore proud to share my success with all of you! Thank you for believing in me!

March 26, 09 CONFERENCE «LET'S TALK ABOUT PRICE \$\$\$ »

Know the way to convince you clients and counter arguments to sell your services at the best price possible and above all else, to sell your property quickly!

1. How to present yourself to sellers.
2. How to list at the right price to sell.
3. How to reduce price without penalty.
4. Defend your commission to the end!

From your dreams to reality, we will tell you the real truths!

The tricks of the trade, the unwritten rules and the true recipe for success. Finally you will learn the way to success!

WHEN: Thursday March 26, 2009 from 9am to noon.

Where: Complexe Yves Légaré in Laval. **Cost *:** 75\$/person+ tax. Want to bring a friend? 65\$/person + tax.


How to register: [click here](#). By fax, print and return [this form](#), or by telephone: 450-661-3480. *REALTY-SUCCESS will give \$5 per person to the *Les Voiles de l'Amitié association***

NB: REALTY-SUCCESS guarantees our events regardless of number of participants.

REALTY-SUCCESS is growing! We are currently looking to hire: A Sales assistant and Manager. Required skills/knowledge: Sales, web programming, Microsoft Office, Photoshop, PDF, Outlook. Ready to travel. Good organizational skills are a must. Needs to be able to organize events and seminars'. Applicants must be fully bilingual (French and English) both written and oral. This is freelance work. If interested, please submit cover letter and CV to the attention of Sylvia Perreault via email: info@immo-succes.com.



Responses for Realty-Success!

Objections	 Response	Close the discussion and sign!
I am not ready to sell just yet	<p>☺ I understand you aren't in a rush to sell now but you will want to sell in the future. When are you thinking of moving?</p> <p>Return to his motivation and the reason you are there.</p>	<p>« So, make a good business move and... simply sign the contract... so I can help you get what you want... as soon as possible...that would be excellent, right? ☺☺☺☺</p> <p>Sign the contract! ☺</p> <p>Wouldn't it be great? Sign the contract with me!</p> <p>☺☺☺ »</p>

If you have any questions, comments or would like more information, Email me at : info@immo-succes.com