



REALTY-SUCCESS
SYLVIA PERREAUT



NOVEMBER, 2, 2007

EDITION 1, NUMBER 1

www.immo-succes.com

You miss one?

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

Tricks of the Trade:

"Give yourself a gift this year and buy the three books that will give you REALTY-SUCCESS!!!"

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

I encourage and I share the richness of my knowledge and experiences. This will be my legacy!

**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 or call us : 450-661-3480

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The Realty Reality of the Month: November 2007

To Read This Month: **Do you regularly follow up with your past clients and your center of influence?**

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

Do you regularly follow up with your past clients and your center of influence?

The effort and time spent by agents to get new clients is often as important as time spent on all other activities. It is also the most profitable way to spend your time. The only alternative in their eyes is to continue with the same long process of searching for new clients with decreasing prospects. With the new Do Not Call List, it is even more important that we do not lose the clients that we spent so long to get and the references they can provide us. And since keeping existing clients costs much less than actively finding new clients to replace them with, it makes sense, from a business perspective, to do what it takes to ensure our clients fidelity.

Maintaining regular communication with your clients is a way to let them know they are important to you. Show them that you think of them by providing information such as tips on how to optimize the use of your services, notices of upcoming events, information on statistics and new properties of interest and new development of services you offer, as well as special offers from your business associates. **In short, maintaining regular contact with your clients and friends pays!!**

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 holiday!!
Sylvia**

News from Sylvia!

"You want to follow me on networking sites? (Bilingual)

Linkedin: <http://www.linkedin.com/in/immosucces>

TWITTER: <http://twitter.com/SylviaPerreault>

MyPlaxo: <http://SylviaPerreault.myplaxo.com>

MySpace: <http://www.myspace.com/sylviacmoi>

Youtube: <http://www.youtube.com/immosucces>

Facebook: <http://profile.to/sylviaperreault>

Groupe Immo-Succès/Realty Success on FaceBook : <http://tinurl.com/not3dv>

Blogs

ACTIVERAIN: <http://therealtyrealityblog.com> (en anglais)

Localism: <http://localism.com/neighbor/sylviaperreault> (en anglais)



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A program in English with the material and content for Quebec way's and payable in Canadian funds.

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Realty-Success Quote of the Month

«Your rate of commission is a business decision that, through your skills, ensures profitability that will allow you to achieve your dreams with pride! **Therefore, do not negotiate!**»

Sylvia P. Convention 2009 – Laval


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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 **Responses for Realty-Success!**

Objections	"  Response "	Close the discussion and sign
<p>We were thinking of hiring X company and / or we have never heard of you or your company before.</p>	<p>☺ I can definitely understand your doubts...and I think you realize that a company does not sell a property... what I will do and the work I will do for you as your agent is what makes the difference ...</p> <p>Do you feel that I can sell your property? ☺</p>	<p>This is where you sign the contract (offer him the contract with your pen) So that I can help you get what you want... Wouldn't that be great? ☺</p> <p>☺ ☺ ☺ ☺</p> <p>Sign the contract...</p>

You have questions, testimonials or need more information, email me at: 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".