



REALTY-SUCCESS
SYLVIA PERREAUT



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www.immo-succes.com

Read the Realty Reality of the Month Archive

Tricks of the Trade:

«A common mission is essential to building a successful team»

Your REALTY-SUCCESS Affirmation of the Month :

« I'm proud of my team »

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

Realty-Success Quote of the Month

«Hiring an assistant is crucial before even thinking of starting a big team» Agent Immobilier; De la réalité aux rêves. Tome II p223

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The Realty Reality of the Month: November 2009

To Read This Month: What are the 8 keys to building a REALTY-SUCCESSFUL Team?

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

What are the 8 keys to building a REALTY-SUCCESSFUL team?

- 1) – Attract and bring, by your example and your successes, people who will be proud to be part of your team.
- 2) - Find agents who have different capabilities and experiences from yours in order to complement and differentiate your services.
- 3) – Make sure you take time to help your team grow and prosper. Allot some time with each team member on a regular basis.
- 4) - Find people who dare to challenge your way of thinking and are also willing to give constructive observations and comments.
- 5) - Create a team spirit. This is essential for the proper functioning of your group. You should also encourage open communication between members. All participants will be more productive if they feel they are more than just an element of your team.
- 6) - Establish a mutual trust to give your members all the support they need. They will make you proud of them in return.
- 7) - Adopt the traits of a leader. Leading a small team is no different than being at the head of a large corporation. To be an effective leader, we must have a vision and good communication. Also put into perspective the fact that if your team members will have all your talent and your leadership experience they would have their own team!
- 8) - With everyone's efforts combined to do so, your team should enjoy the benefits of greater market penetration.

Know that all your team members need not be employees or be strictly exclusive to the team. They may also have strategic alliances with external agents. Remember that the key elements to success in team training are to recruit, develop and continually encourage members of the group. A written agreement with motivating incentives is also essential.

I hope you take the road to success and never forget that you are a good salesperson and proud of it. You are honest and motivated. Do not let anyone believe otherwise, especially not you.

I wish you REALTY-SUCCESS!

Sylvia

Do you need
MOTIVATION and
COACHING?

Learn more :
450-661-3480

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!

News From Sylvia!

Going to Calgary in December, who want to meet me? Write me at info@immo-succes.com

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)

Bravo! Already more than 200 agents and brokers have joined our group; Invite your friends – this group is open to anyone who wants success and is proud to be an agent! Share our IMMO-SUCCESS!

 *Responses for Realty-Success!*

Objections	 Response	Close the discussion and sign
Why should I give the contract to an inexperienced and young agent like you?	☺ Because I have beginner's courage. That's what brought me here today and with that same courage I will find your buyer! That's why I'm here!☺ Isn't that what you want? ☺	Then, let's simply sign the contract... so that I can help you 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

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