



REALTY-SUCCESS  
SYLVIA PERREAUT



SEPTEMBER 02 2008

EDITION 1, NUMBER 9

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

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

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

***Tricks of the Trade:***

« I benefit from everything that is included in my expenses and business expenditures! »

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

I put my name, email address and my coordinates on all my dispatches, communications and advertisements.

**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](http://www.immo-succes.com) or call us : 450-661-3480

**Realty-Success Quote of the Month**

«It's not the cowl that makes the friar"  
....But don't forget that the friar wears a cowl which identifies him!  
"A picture is worth a thousand words"

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

To Read This Month: **Do you benefit from the advantages of your banner, association, real estate board and all that your broker can offer you?**

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

**Do you benefit from the advantages of your banner, association, real estate board and all that your broker can offer you?**

The summer draws to its end and we are all examining our services and products offered before the mad return of autumn.

We update our image, our services and knowledge but, to find this small something which would make us stand apart from others is one of the many challenges which inspires us. More than 10,000 among you have decided to be identified and belong to one of the largest banners present in Quebec. You all are members of an association and sometimes of a real estate board, and yet few agents use or even know the numerous services that they offer you!

Many promotional tools and useful information, for which you pay anyway, are available. At least take the time to go and see from time to time if these tools would be of advantage in your business development.

For example: Several people use and display Hotmail, Yahoo, Gmail addresses and even that one borrowed from their spouse! However, your allegiance provides you a choice of business addresses such as [yourname@yourbroker.com](mailto:yourname@yourbroker.com), [yourname@yourassociation.com](mailto:yourname@yourassociation.com) or [yourname@yourbanner.com](mailto:yourname@yourbanner.com). This same address can then be transferred to the address of your choice without the consumer knowing and seeing your private address. It is easier to remember the latter and it identifies you well in all your communications as being a member of an organization which you represent with pride. A single telephone call to the resource person to know the procedure to follow and the trick is done. Often the explanations, on the Intranet site, are quite simple so you can do it yourself, for that it should be visited, read and taken note of all the other advantages which otherwise escape you. You will be surprised at the variety of information and essential tools in your daily routine such as: Various logos, promotional offers, group packages, personalized Web page, professional email address, Intranet site with articles and constructive real estate news, such as conferences, training, etc

Instead of lamenting that it is expensive for you to be affiliated to a banner, an association or a real estate board, go and search the Internet site and benefit from all the advantages that it offers you, and you will see that you can surely get something for your money!

In addition to increasing your professionalism, you will develop a sense of belonging; you will also have a pride, an image and an added-value which will give you an incredible source of customers!

Good reading and good research!

**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!! Sylvia**

Do you need  
**MOTIVATION** and  
**COACHING?**  
Learn more :  
**450-661-3480**

You need motivation  
and private coaching  
tailored to your  
needs.

A program in English  
with material and  
content designed for  
Brokers and agents  
and payable in  
Canadian funds.

Call:  
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Have you watched  
Sylvia's New Video?  
Great tips!

Please pass this  
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list or address book in your  
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have no trouble receiving  
future issues!

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## News from Sylvia!

A big thank you to all for your tremendous support and the confidence you have shown me every month! Your kind words and comments show that the effort to spread the excellence of our profession, gives the result. Keep circulating this Immo-month success of your staff, friends and colleagues! Together cultivate pride in being in this business so exciting!

### *Much Love, Sylvia*

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

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

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

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)

## Responses for Realty-Success!

Objections	 Response	Close the discussion and sign
We will call you back, we want to think about it first.	☺☺ Then, <b>let's simply sign the contract...</b> so that I can help you get what you want... as soon as possible ... that would be excellent no? ☺☺☺☺ <b>Sign the contract here!</b>	Let's do this... <b>sign the contract</b> this evening... on condition of your approval within 24 hours... in this way, we will all win... can I explain to you how? I will call you tomorrow morning... and all you have to say to me is quite simply... yes... or no. If you say no ... I will cancel the contract and you will not have any obligation... If you say yes... I will start the marketing launch of your property...immediately ☺  <b>Let's sign the contract</b>

You have questions, testimonials or need more information, email me at: [info@immo-succes.com](mailto: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".