



REALTY-SUCCESS
SYLVIA PERREAUT



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www.immo-succes.com

Read the Realty Reality of the Month Archive

Tricks of the Trade:
« Time is money! »

Your REALTY-SUCCESS Affirmation of the Month :

“If it is in my schedule, I will do it!”

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

“ Prosperity follows purpose... Purpose does not follow prosperity. No purpose, no prosperity. Know purpose, know prosperity.”

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The Realty Reality of the Month: September 2009

To Read This Month: *Missing time in your life?*

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

How To Manage Our Precious Time?

“Don't let the fear of the time it will take to accomplish something stand in the way of your doing it. The time will pass anyway; we might just as well put that passing time to the best possible use.” - Earl Nightingale

Some truths:

- My time is mine; I control what I do.
- I can only do one thing at a time.
- Time is, unfortunately, fixed and finite.
- We can't save time, we invest in it.
- We spend our time wisely.
- We may have all the time because we don't have time!

Yet,

There are 60 minutes in an hour, 168 hours in a week and 52 weeks in a year.

How do you manage your time?

My tips and tricks:

- Always make a “to do” list in order of priority to accomplish the next day. Calculate the time it will take.
- Finish what you start. « Don't put off till tomorrow what you can do today. OR “How soon “not now” becomes “never” by Martin Luther
- Proceduralize your business. Make checklists and written procedures to follow and respect them. Always try to improve your procedures in order to become more efficient.
- Do the fastest tasks first. Accomplishing several small goals will energize you and you will be more enthusiastic about attacking bigger tasks and finishing your list.
- Determine what works for you and stay faithful to that process so you don't waste time continuously reinventing the wheel for no reason.
- Start early! « The future belongs to those who get up early! »
- Continuously ask yourself if you are fully maximizing your time.
- « **Time is money!!** »
- **Your schedule is your life. Especially. Do not forget that...**

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!

Happy IMMO-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!

Do not look for the The Realty Reality of the Month -July and August ...
"It's my birthday this month! I am a half century old ... so I gave myself a summer of writing. Watch for the launch of my two new eBooks soon! "

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
The other agent I met seemed less busy than you and would take more time to take care of us!	☺ Tell me what would meet your needs? If I understand your concern ... (Demonstrate by your management skills) Now you're ready to sign a contract with me today, we will work with buyers... I will also take the time with you tonight, to understand their concerns as much as yours. This is how I manage and prioritize what important in order to sell your property 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