



REALTY-SUCCESS
SYLVIA PERREAUT



AUGUST 01 2010

EDITION 3, NUMBER 7

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

www.immo-succes.com

[Read the Realty Reality of the Month Archive](#)

Tricks of the Trade:

"I control my fear of being afraid for nothing!"

Your REALTY-SUCCESS Affirmation of the Month : "I dare!"

REALTY-SUCCESS In your area! Our Mini-Conference is the way to go!

Conference (30 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

"I'm starting because I am certain and convinced I will succeed."

Real Estate Agent From Dream to Reality! P68

Copyright © 2010 Immo-Succès © Realty-Success, Canada www.immo-succes.com

The Realty Reality of the Month: August 2010

To Read This Month: **Do you hear strange little voices by the river?**

News from Sylvia: **Could you help me help you?**

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

Do you hear strange little voices by the river?

When we go to Spa, in my case The Polar Bear Club where I belong, we are in principle very motivated to relax and unwind. So, why do some people throw themselves in the freezing, glacial-looking river? Hmm, your negative little voice speaks to you a bit loudly here? A bit, yes!

In my lectures and conferences where I share with my audience my passion for my favorite spa, I always get the "Oh! Lucky..." But when I confide that my pleasure is in leaving the sauna and throwing myself into the river even in the middle of winter, they all think I'm crazy! Yet, an unconditional believer for several years, I can only do without for a few days -- there must be a real pleasure for some people to try this and play this game?

We all believe that our motivation can be fed from a benefit, a well being, a self-pleasure, or that "feel good feeling" that we associate with an enjoyable experience. This helps to silence our little voice and give us the courage to plunge into new adventures!

But here, often, to convince yourself to dive, you must have that feeling from the start! But then, our little voice begins to sound very loud in our heads when our mind enters the distressing images of the cold, roaring river. We tend to see and hear the negative of these pictures before we see and feel all the benefits and positive feelings that this activity gives us when we do it the right way and with the right technique! Some regulars might say that we feel, in addition to a relaxing effect caused by the heat of the sauna, a small buzz, not unpleasant, caused by the rise in brain blood flow and adrenaline caused by the slight thermal shock due to the contact with the water. Is that why then, when they finally are out the water lying on their lounge chairs, we catch all the dreamy eyes and a beatific smile on their lips? Yes!

It's enough to silence our nasty little voice and find in it a surprising source of motivation to experiment with and to experience this ultimate pleasure. Some, like me, cannot live without it!

Imagine if you are able to soothe your little voice in this pleasant situation, how easy it will be for you to live other enriching experiences in this haven of peace and meet challenges in all areas of your life!

Here's to seeing you soon, by the now silent river! ☺

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!

**Much Love and Take care this summer my friend!
Cheers, Sylvia**

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!

Learn more :

Call:

450-661-3480

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

Free! Read

Your Realty-Success gift for 2010:

[Realty-Success Business Plan](#)

[Realty-Success Budget Worksheet](#)

["The 15 Fundamentals for Realty Success"](#)

Please pass this information along to anyone in your contact management system that you feel would benefit from reading it.

Follow

Sylvia Perreault to learn more everyday!



[Inspiring videos REALTY-SUCCESS Capsules](#)

Copyright © 2010 Immo-Succès
© Realty-Success, Canada
www.immo-succes.com

News from Sylvia!

Could you help me help you?

The Real Estate Board and major franchises in Canada and US do not know you'd like to see me and hear me at your next conference! **Please** forward this email to your broker or person responsible for booking those events.

Want more listings and more transactions? Looking for a motivational speaker experienced in Real Estate?

Sylvia's experiences and her personal qualities and dynamism make her the ideal candidate to provide the motivation to sell that many powerful Brokers and Agents need.

More Listings, more Sales!

Contact us now!

It would be a pleasure to verify our availability with you!

(450)661-3480 info@sylviaerreault.com

The Realty-Realty News of the Month

Sylvia goes on tour! I'm continuing my tour of offices across Canada till the end of June then back in August for some more cities.


Get the Info on how to get a FREE visit from Sylvia!

Brokers, owners and managers: Get information on receiving a free visit from Sylvia! For a coffee and a corner of your office, she will motivate your agents for thirty minutes with advice, ideas, and anecdotes only she can tell! Be the first to reserve a spot by calling 450-661-3480. Many more brokers were please with Sylvia visit to their office and know now about our Realty-Realty Success! To see photos of the tour, click here: <http://tinyurl.com/27ad574>

Testimonials of the Month:

"The discovery of your books filled me with knowledge: in the practical sense, tactical, organizational and professional ethics ... And in such detail! The true pulse of the tools of the trade ... " [Read more ...](#) Louise Pouliot, Real Estate Brokers, Sherbrooke

Responses for Realty-Success!

Objection	 Response	Close the discussion and sign
You seem like a beginner in this business?	<p>☺ It's already a great start, see, I'm already sitting in your house and meeting you! Imagine what I'm capable of doing with your buyer! <i>Mr. and Mrs. Sellers, I really think you may have found the right broker who will take you to the completion of the enjoyable and carefree sales experience that you want.</i> <i>Trust me. We will visit sets of properties with you throughout the next few weeks!</i> ☺ <i>Is not that what you want?</i> ☺☺☺</p>	<p>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!</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".