



**IMMO-SUCCÈS**  
POUR TOUS LES PROFESSIONNELS  
DU COURTAGE IMMOBILIER.

IMMO-SUCCESS FOR ALL REAL ESTATE  
BROKERING PROFESSIONALS



26 MARCH 2009

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**See the files of IMMO-SUCCESS OF THE MONTH**

***Tricks of the trade:***

“Answer the question which is killing: say everything is fine with you! One likes everyone to be positive!”

**Your IMMO-SUCCESS statement of the month:**

“I am up to date with the trends of my market!”

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## **The IMMO-SUCCESS of the month of February 2009**

Read this month: **The question, which is killing...**

Not forgetting: **The Answer  ! Immo-Success of the month!**

**The question which is killing...** “Tell me, how do you find the market?”

That’s a question that these days real estate agents and brokers are often asked which makes me smile. The latter, who are yet working in the same sector and/or the same market, answer it by a multitude of varied answers and often, contradictory!

Indeed, some will say to me: *“It’s O.K., it’s insane! I sold 6 of them over a month and I got 8 registrations.”*

While others will say to me: *“It’s dead, nothing is moving. I have only 4 registrations and very few calls, things are very bad; it is worrying.”*

It would seem that the market is not the same for everyone...

For a long time now, I have a great admiration for brokers and real-estate agents who succeed in all markets, and that is because in general they have a common quality: they have resilience.

Resilience is the capacity of a person confronted with major stresses in his life to initiate a coping mechanism enabling him not only “to get over it”, but to bounce back by taking advantage of such a difficult time.

To be resilient in our profession, is to get a hold on oneself, bounce back, overcome the trials and tribulations of the market, i.e. resist negativity and to excel oneself in order to continue to live and work in the best possible way, by taking advantage of the circumstances.

Throughout my career, I have had the privilege to meet and know these kinds of agents who have this strength to find the rare pearls for their demanding customers in a very intense market and who easily acquire the reputation of succeeding in selling registrations, which seems impossible in a market downturn. Their main assets to make them stand them apart from others and to motivate them in this survival process would be innovation and creativity. Moreover, the condition of the market does not hit them, because they have the capacity neither to be affected nor to hear the negativity of the others. This is one their great strengths!

## IMMO-SUCCESS

### Quotation!

“It is thus important to maintain one’s professional status while remaining proficient, up to date with the market and on the look out for innovations.”

Volume I

### We also hate junk emails.

We do not authorize the collection, extraction or collection of messaging addresses or other information to our services or through them. In addition, we do not authorize third parties to use our services in order to collect, compile or obtain information relating to our customers or prospective customers including, without any limitation, their messaging addresses which constitute confidential information.

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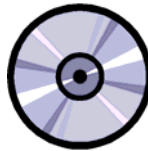
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As an outstanding broker said to me the other day, “My great agents, my champions, do not have time to see, hear and to listen to how the market is today; they are in the very act of creating it!”

**I would like you to take the road to success and never forget that you are outstanding brokers and agents. You are righteous and motivated. Do not let anybody believe otherwise, especially not yourself. Great IMMO-SUCCESS! Sylvia**

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**IMMO-SUCCESS IS GROWING AND IS LOOKING FOR:** An assistant in administration and sales, a person having abilities and good knowledge in data processing (Office environment, Photoshop, PDF, Outlook, Excel, etc) and who has the competences and talent to organize and promote events. The required person must also perfectly master written and spoken French and English. The interested party must send their CV and a letter of presentation to the attention of Sylvia Perreault by email to: [info@immo-succes.com](mailto:info@immo-succes.com)

### Replies Immo-Success

Objections	.. Reply  ..	Close the discussion and sign.
<b>The brother of the cousin of the aunt of the sister-in-law who is a real estate agent in Vancouver said to me that it was worth...?</b>	☺ I can understand that... and it is very nice of them to be so interested Let us look at the market together to see whether they are right....let us look at the comparable property sales of your region ☺	Then, let’s make a good deal and... <b>let’s simply sign the contract...</b> so that I can help you to get what you want as soon as possible ..... in the current market, which would be excellent no? ☺ ☺ ☺ ☺ <b>Sign the contract!</b> ☺ That would be brilliant no? <b>Sign the contract with me!</b> ☺ ☺ ☺ ☺ <b>Sign the contract here!</b> ☺ ☺ ☺ ☺

If you have questions, testimonies or you need more information, write to me at: [info@immo-succes.com](mailto:info@immo-succes.com)