



REALTY-SUCCESS  
SYLVIA PERREAUT



FEBRUARY 19 2010

EDITION 3, NUMBER 2

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 love" precedes every action I take in this business »

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

«I love my profession! »

**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**

«The experience taught me that champions repeat and practice until they can unconsciously achieve it.»  
Agent Immobilier du rêve à la Réalité! P. 350

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## **The Realty Reality of the Month: February 2010**

To Read This Month: **Have you left your comfort zone in order to better perform?**

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

### **Have you left your comfort zone in order to better perform?**

I was inspired and touched by the magnificent opening ceremony of the 21st Winter Olympic Games! I could feel and admire the talent, effort, perseverance and respect for everyone in the amphitheatre and I felt great compassion towards the Georgian athlete who had a tragic and abrupt end to his path to success.

But more importantly, how can we not admire the determination and pride that we can see spread across the faces of all the participants and their parents!

What touches me deeply is hearing the testimonials from the athletes who are all strangely driven to exceed themselves by what seems like a disease demanding success!

I always said that my children were infected by a severe virus to perform as they did at such a high level. I did not always understand their motivation to suffer in order to succeed. But body and spirit driven by good basic technique seem to adapt to and tolerate the worst of impacts and pains that the ordinary person cannot possibly imagine.

I am taking skiing lessons now even though I have been skiing for over 40 years and recently my coach took it upon himself to break the bad habits embedded in me over the years! He thinks I ski too much on my heels, that I am not centered on my skis and worse that I don't lean forward enough which totally terrifies me especially going down a steep slope!

He tried hard to convince me that with better technique and more importantly, a little more confidence in him, I will ski better and with less pain at the end of the day! After hearing that last part I decided to trust him and leave my comfort zone...and it worked!

My progress was incredible over a short period of time because now I ski with more control and I have more fun!

This is probably the first step to success. Step out of your comfort zone and leave your old techniques that you thought were effective behind. Staying with those old patterns, though comfortable, hold us back from advancing to another performance level and from enjoying more success.

But the second step to success was well explained by Jennefer Botterill, a hockey player from the Canadian hockey team. Her father, Cal Botterill a great sports psychologist recognized across the country, said to her "In life, there are two approaches to winning: the one where you say "**I must win**" or the one where you say "**I would like to win.**" When "I must" is involved, it becomes an obligation and not a pleasure. When "I would like" is used, the pleasure aspect is not only included but the successful accomplishment as well. These are the two approaches available to you to achieve your Realty-Success!

We all should be encouraged by our athletes to excel with pride! Take part in Canada's-Success! ;-)

**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!!**

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

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## News from Sylvia!

In January I had a wonderful experience in Iran where I was invited to lecture on Success in Sales. Yes, you read correctly! Here are the links to read about and see pictures from this amazing trip! [http://www.sylviaperreault.com/blog\\_Iran\\_english.htm](http://www.sylviaperreault.com/blog_Iran_english.htm)  
<http://www.facebook.com/album.php?aid=383931&id=607200153&l=14a03f0026>  
<http://www.facebook.com/album.php?aid=388232&id=607200153&l=269019bf04>

*Much Love, Sylvia*

## The Realty-Reality News of the Month

**Sylvia goes on tour! Montréal, Laval, Québec, Eastern Country, Laurentian's et Gatineau in French and Ottawa and Toronto in English.**

**Brokers, owners and directors:** Ask for a free visit from Sylvia! If you provide the coffee and a corner of your office, Sylvia will motivate your staff for 30 minutes with tips, ideas and stories that only she can tell! Be the first to book her!

**Agents, brokers and mortgage brokers:** Here is your chance to be trained in sales by Sylvia during her Spring tour! **Painless Prospecting!**

Only 249.95 \$\* **What's included :** A full day with **Sylvia Perreault**, author and lecturer, a **Memory Key of the Key Questions**, 15 minutes of **private coaching**, a digital **e-book of Affirmations** (retail value: 24.95 \$\*), free parking and a free subscription to the Realty-Success of the Month newsletter. We accept VISA, MASTERCARD et AMERICAN EXPRESS. \*(+ taxes)

**No more place! Thank you for your support. New date just been added!**

24 mars : Hotel Ruby Foo's, Montréal

25 mars : Hotel de Mortagne, Boucherville

To reserve your place fast, just follow [this link](#), and select the city nearest you or take the opportunity to invite Sylvia to speak in your town!

P.S.: Since there are a few days open in her schedule, there is an opportunity to meet Sylvia Perreault for private consultation. Ask about her reasonable rates!

P.S. 2 : All our courses are now available in full day format!

## "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://tinvurl.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
<b>I have already met with 5 agents so why should I give you more than the others?</b>	<p>☺ ☺ Why haven't you signed with one of the others?</p> <p>Mr. and Mrs. Sellers, I sincerely believe that you have found in me the right person because I am listening to your needs and I am also very determined to do everything in my power to sell your property quickly and without hassle.</p> <p>Trust me. We will be visiting properties for sale in few short weeks!!</p> <p>☺☺</p> <p>Isn't that what you want? ☺</p>	<p>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?</p> <p>☺ ☺ ☺ ☺</p> <p><b>Sign the contract here!</b></p>

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".