



IMMO-SUCCÈS
POUR TOUS LES PROFESSIONNELLS
DU COURTAGE IMMOBILIER.



JANUARY 12, 2009

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IF YOU ARE HAVING DIFFICULTIES READING THIS MESSAGE, [CLICK HERE.](#)

www.immo-succes.com

Read the Realty Reality of the Month Archive

Trick of the Trade:

«To mark your progress and especially to encourage yourself, why not reward yourself when you have attained one of your goals !»

Your REALTY-SUCCESS Affirmation of the Month :

«I know where to focus my energy : I will prospect ! »

REALTY-SUCCESS in your area!

Our Conference :

Be proud to be a Real Estate Agent!

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

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The Realty Reality of the Month : January 2009

To Read This Month : **Have you walked in your pool today?**

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

Upcoming Events To Add To Your Agenda :

- **REALTY-SUCCESS TELESEMINAIR *French* January 20, 2009 at 10am**
- **CONFÉRENCE « Painless Prospecting » Thursday February 5, 2009, Laval**

Did you walk in your pool today?

Ok! It is January and though it is perhaps a little too cold to walk in a pool, the principle still applies to us all, especially at this time of year! So I hope this reading is inspirational to all those in need of a little push!

To help motivate us as we begin 2009, let me recount to you a little analogy that my friend and former colleague Annie Chouinard kindly shared with me on the principle that every action creates a reaction...

It is not always easy to start working at the beginning of the day or year and Annie made me realize this is just like how it is not easy to walk in a swimming pool filled with water! We all know that the increased resistance of water slows our movement and the dread and anxiety which paralyses us before we launch into a new project mimics that same effect. Thus, we should take larger strides; try harder to push against the resistance so that we might advance. By doing this, we quickly realize that with each movement the effort becomes easier; the effect of the current can help us to continue moving!

In fact, the current pushes us; it propels us forward as if by magic! This force, this current of energy we created is the result of our action. Action creates reaction and especially transactions!!

So go walk in your pool like Annie every morning and you will see that the energy you expend will soon begin to help you!

P.S. : Be careful, sometimes we expend so much energy that even when we try to slow down the current we raised can be so strong it takes over and we lose control. It is then that we must consider striking a new balance in our lives! (See page 38 of *Les outils Immo-Succès.*)

I hope you choose to take the path to success and that you never forget that you are all excellent brokers and agents. Never let anyone believe otherwise, especially you!!

I wish you REALTY-SUCCESS ! And have a great 2009 ! Sylvia

More than 1500 books and CDs sold in a few months !

Do you have your copy?



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Ouf !

Are you lacking motivation ?

Vous ne savez plus où mettre vos énergies ?

Want to know the tricks of the successful agents?

Do you want Realty-Success ?

Give yourself a gift to boost your business !

Do you need **MOTIVATION** and **COACHING?**

Learn more :

450-661-3480

We have several affordable programs available and they are all accessible across Canada!

REALTY-SUCCESS News!

NOUVEAU

Video message from Sylvia



Have you watched Sylvia's New Year Video and received your gift? **Hurry!**

Happy New Year and Have REALTY-SUCCESS in 2009! From Sylvia Perreault ! *French*

A new year begins and for a good start REALTY-SUCCESS offer solutions as well as successful training ! Both are easily accessible and available in both English and French for all

Real Estate Brokers and Agents across Canada !

REALTY-SUCCESS TELESEMINAR *French* Call to ask about our English version coming soon!!

January 20, 2009 at 10am

From your office or in the comfort of your own home in your pyjamas, participate in our first REALTY-SUCCESS TELESEMINAR!

The subject of our first one hour long interactive training session by phone is : « **Start your year with REALTY-SUCCESS !** » It will be held on **Tuesday, January 2009 at 10am**. Space is limited so sign up now !

Sylvia will speak on the following topics in addition to answering all your questions :

Know how much money you need to earn a profit and learn how to make much more in 2009 !

- 1. Your goals**
- 2. Your business budget**
- 3. Your business plan for REALTY-SUCCESS !**

All the tools you need to work and perform better !

Do not miss this event ! It is accessible anywhere from any phone and at an affordable price ! No travel costs, no parking fees and no time wasted commuting in order to participate and to learn at this motivating seminar.

COST : \$19.95/person + tax

Upon receipt of your payment of \$22.52 you will receive a confirmation email containing a phone number and a password, both of which will be necessary for you to be able to directly participate in the conference.

To register immediately : <http://www.immosucces.com/evenements.htm> or contact us by [email!](#) or 450-661-3480

CONFERENCE *French* Call to ask about our English version coming soon!!

February 5 2009 at 9:30am, Laval

A Realty-Success Conference entitled « *Painless Prospecting* » will be held Thursday, February 5, 2009 at 9 :30am at the Complexe Yves Légaré in Laval.

COST *: \$75/person – tax included

Come with a friend and the price is reduced to \$65/person, tax included !

Conditions : Offer only applies to registration before the event. Friends must register together and pay in advance.

Two ways to register: Online by clicking [here](#) or by telephone 450-661-3480

*\$5 per ticket will go to *Les Voiles de l'Amitié* Association ** tax receipts will be available upon request

***Les Voiles de l'Amitié* is a non-profit organization located in Laval. Its members share a love for aquatic activities such as sailing. Creativity, parties, aquatic events, travel and environmental education are important driving forces for members and influences the direction of the organization.

NOTE : REALTY-SUCCESS guarantees our events, regardless of number of registrants.

Realty-Success Quote of the Month !

«The smallest action is better than the largest intention!» P.20 Volume III

Pride and Profit with Realty-Success!

Sylvia Perreault, President and founder of the company Immo-Success, offers books (she is a published author of 3 books in

French and soon to be translates in English), a monthly newsletter, coaching, seminars and conferences designed to encourage success and to promote pride in being a real estate agent.

Her unique presentation and style are renowned to be dynamic, moving, funny and realistic. She's a fully bilingual speaker (English and French) with a lovely accent!

Topics: Success, Sales, Business Growth, Entrepreneurism, Motivation, Real Estate
Contact us at: 450-661-3480

We hate spam too!

We will not share your email address with anyone. Furthermore, we do not allow others to use our services to collect, compile or obtain information about our customers including, and not limited to, their email addresses which are confidential.

Please add "Info@immo-succes.com" to your email's safelist or address book so that you have no trouble receiving future issues!

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The REALTY-SUCCESS Affirmations CD is available now and is perfect to help counter all the negative talk that surrounds us ! *French* (P.S. : Brokers and Directors : Give this CD to your agents!)

An essential tool for anyone who aspires to succeed !

Statements promoting self-confidence.

Training affirmations.

Affirmations for planning and for organization.

Time management affirmations.

Affirmations on your role as a collaborator.

Affirmations on prospecting and soliciting.

The poems "The Mountain" and "Those who earn"

Click here to buy now!

REALTY-SUCCESS is growing! We are currently looking to hire : A Website Developer and Manager. Required skills/knowledge: web programming, Microsoft Office, Photoshop, PDF, Outlook, Flash, etc. Good organizational skills are a must. Needs to be able to organize, design and optimize space on a website. Applicants must be fully bilingual (French and English) both written and oral. This is freelance work. If interested, please submit cover letter and CV to the attention of Sylvia Perreault via email: info@immo-succes.com.


Realty-Reality of the Month is available in PDF to print!

To view or to print, visit : <http://www.immo-succes.com/contactez.htm>

Do you have suggestions or questions for us? Please write us : info@immo-succes.com



Responses for Realty-Success!

Objections	 Response ..	Fermer la discussion et faites signer.
Another agent told us we could get more for our property?	☺ I can understand that... and what you probably do not understand is this...An agent who will list your house at a price over what it is worth... assuming he or she can get you to sign the contract first...and ten start to harass you each week to lower your price... week after week... is that really what you want... or what they want! They are afraid to tell you the truth to your face... <u>(Name of prospect)</u> ... Do you want the truth? Are you sure that's what you want? ☺	So, make a good business move and... simply sign the contract ... so I can help you get what you want... as soon as possible...that would be excellent, right? ☺☺☺☺ Sign the contract! ☺ Wouldn't it be great? Sign the contract with me! ☺☺☺ Sign the contract! ☺☺☺☺

If you have any questions, comments or would like more information,

Email me at : info@immo-succes.com

As a subscriber to REALTY-REALITY of the month, you have the privilege to receive this email.

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Respond to this email with the subject « Please discontinue ».

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