



REALTY-SUCCESS  
SYLVIA PERREAUT



JUNE 01 2010

EDITION 3, NUMBER 6

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

[www.immo-succes.com](http://www.immo-succes.com)

**Read the Realty Reality  
of the Month Archive**

***Tricks of the Trade:***

"I'M A WINNER BECAUSE I  
PUT IN SOME EXTRAS  
EFFORT, EVERYDAY!"

**Your REALTY-  
SUCCESS**

**Affirmation of the  
Month :**

"I like to win!"

**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  
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or call us :  
450-661-3480

**Realty-Success Quote of  
the Month**

*"Prospecting? Only  
winners do it!"*

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**The Realty Reality of the Month: June 2010**

To Read This Month: **Those who win**

News from Sylvia: My book just left for translation! Yes, I hope to have my first English one in store for October!

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

This great text was offer to me by one of my mentors, the late Mr Jean-Guy Labrèche, an excellent sales trainer. I must admit that, still today, I use it as inspiration and I hope it will also be a model for you.

**Those who win,**

Winners are people like you

Winners take chances

Like everyone else, they fear failing, but they refuse to let fear control them.

Winners don't give up.

When life gets rough, they hang in until the going gets better.

Winners are flexible.

They realize there is more than one way and are willing to try others.

Winners know they are not perfect.

They respect their weaknesses while making the most of their strengths.

Winners fall, but they don't stay down.

They stubbornly refuse to let a fall keep them from climbing.

Winners don't blame fate for their failures nor luck for their successes.

Winners accept responsibility for their lives.

Winners are positive thinkers who see good in all things.

From the ordinary, they make the extraordinary.

Winners believe in the path they have chosen even when it's hard, even when others can't see where they are going.

Winners are patient.

They know a goal is only as worthy as the effort that's required to achieve it.

Winners are people like you.

They make this world a better place to be. — Nancy Sims

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 and a fabulous summer! 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:  
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Have you watched Sylvia's New Video? Great tips!

Free! Read

Your Realty-Success gift for 2010:

Realty-Success Business Plan

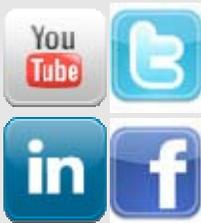
Realty-Success Budget Worksheet

"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!



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## News from Sylvia!

Many more brokers learned to have great energy during a listing presentation and know now about our Realty-Realty Success! To see photos of the tour, click here: <http://tinyurl.com/27ad574>

**It's back to Montreal for me and working on editing my book for the final translation! Yes, there are coming soon!** I'm also continuing my tour of offices across Canada in August because de demand is so strong, so call early to reserve your place for next fall! Hope to visit you soon!

**Take care my friend! Cheers, Sylvia.**

## 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.

## Inspiring videos REALTY-SUCCESS Capsules

More Listings, more Sales!

Need an International acclaim speaker in Sales and Success?

Contact us now!

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

(450)661-3480

<mailto:info@sylviaperreault.com> [info@sylviaperreault.com](mailto:info@sylviaperreault.com)

## Responses for Realty-Success!

Objection	..  Response ..	Close the discussion and sign
I have a buyer who is promising to maybe make me an offer?	<p>☺ Well it's a start but the buyers I am working with are already pre-qualified and ready to make you a serious offer when they find it's the right property! And I'm here to convince them to make one! ☺ ☺ ☺</p> <p>Mr. and Ms. Sellers, I sincerely believe that you have found a great broker who will help you close a deal and have a pleasurable, worry-free experience — which I'm sure is what you want. I am the right intermediary between you and your buyer and you will be happy to compensate me if I succeed, and not if I don't. Trust me. We will visit properties together within the next few weeks. ☺</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><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".