



Issue 9 Volume 4

September 2003

TOPICS

SUCCESS STORY:
50% Increase This Year
And Loving The
Business! ...

ANNOUNCEMENT:
A Limited Time Offer —
Save Over \$50 On Mr.
Internet's Best Selling
ePOWER! Pro Book

ePOWER TIP:
Domain Name Costs Drop
Even Lower ...

VA PROFILE:
Helping You Use Top
Producer To Become
One ...

ePOWER TIP:
Your Free Resource For
Answers On How To Get
Things Done ...

VA CORNER:
Standout On Realtor.com
Without Even Trying ...

WORD MAGIC:
The "Write" Way To
Referrals And Return
Business ...

SUCCESS STORY: (full story) 50% Increase This Year And Loving The Business! ...

[Joan Prout](#) is part of a successful husband/wife team that took action on hiring an awesome VA after hearing me speak at their regional sales rally. Here is her story of how their business is way up from last year while being unshackled from much of their business's day-to-day drudgery.

Dear Mr. Internet,

I want to thank you for the inspiring presentation on Virtual Assistants you gave at the Spring 2002 NJ RE/MAX Sales Rally. I had to mull the information over for a couple of months, but, finally, about 11 months ago, we expanded our husband/wife real estate partnership to include the services of a talented Virtual Assistant named Carrie Gable, located a time zone away.

We have never met her face-to-face, but she has become integral to our business as she continues to take over more and more of the administrative functions of our business. She checks voice mail, inputs listings to MLS, sets up showing appointments, handles data base management, website enhancements, deal tracking, and client follow up, etc. She sends out pre-listing packages and has prepared a PowerPoint presentation for my CMAs and CD business cards.

So far business is up this year by about 50% and I am continuously astounded by how many tasks I can delegate and how much more enjoyable I'm finding the real estate business.

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NEWSLETTERS

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MAIN ARTICLE:
Multimedia Marketing
Materials On Steroids ...

Congratulations Joan! You did the one thing that separates the top performers from the "wannabe's" -and that is taking action.

Previous Years ▼

I normally discourage agents from giving their VAs too much to do outside their specialty. However, in this case [Carrie Gable](#) (Joan's primary VA) has extensive executive assistance experience.

SURVEYS

Previous Years ▼

In speaking to her recently, Carrie indicated that she's able to administer a broader range of tasks because she also outsources to other VAs as needed. This is totally transparent to her clients like Joan who (rightfully so) are more interested in things getting done, rather than how they get done. This makes Carrie a classic *Phase III* Virtual Executive Assistant which I refer to in my workshops.

Because Joan is our success story of the month, she has her pick of the three valuable tools below, ranging in value from US\$139 - \$199 !

Share Your Success Story And Win TWICE!

Once when you succeed, and again when you share your story! Just submit your best success story that includes the use of a Virtual Assistant, Virtual Consultant, or any other ideas or strategies you picked up and applied from ePOWER! NEWS or during any of my speaking engagements. Be sure to include the details of "who, what, why, when, and where" and how you and/or your clients directly benefited. All submissions will be judged by Mr. Internet and his (virtual) staff and all decisions are final. Just submit your story to: success@epowernews.com.

If your success adventure is chosen for publication, you get your pick of the following:

- [ePOWER! PRO](#) - the industry's only 'bible' for boosting your online bottom line;
- [Transform Your Business With Virtual Assistants](#) - the industry's only book, workbook, and tape program specifically designed to find, evaluate, hire, and work with the perfect VA that will help you earn more while working less;
- [Imprev](#) - one of the most innovative and cost effective online marketing tools service in the industry.

No purchase necessary, void where prohibited by law.

Remember, even if your story isn't chosen you still win because you get to see how other top performers do it. Besides, *you can always try again!*

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