

Exclusive Information from the The Sushma Home Selling Team



SUSHMA KHINVASARA

Call me TODAY for a
free consultation.
(647) 834-9928

INSIDE:

- 3 Questions:
Lifestyle Change
- Go Serve Big: The
Lifetime Customer
System
- Real Estate
Investor Corner
- Your Referrals Help
Mental Health!



Whoever compels you to go one mile,
GO WITH HIM TWO.

Go Serve Big: The Lifetime Customer System.

What is it that separates some from others in athletics or education or business or the arts, or in any endeavor? It is their drive to do more than is expected or required.

One of our company's core values is **Second Mile Service**. When focusing on the second mile, we can't forget there are two miles in play here.

So, before I show you what is in it for you in the second mile, let's document the first mile.

The first mile is simply what is required of us. Yes, we are here to help people buy and sell the place they call home, but there is much more going on than just a real estate transaction. There is **LIFESTYLE CHANGE** being pursued.

Our Lifetime Customer System starts when we first enter into a client relationship and seek to gain an understanding of what the **FIRST MILE** is. For example, the first page of our Exclusive VIP Seller Agreement, we ask the Seller these 3 questions (you may remember them):

Why are you moving?

What is most important to you in getting your home sold?

What do you feel like has to happen for you to have gotten what is most important to you?

These 3 questions are essentially the Homeowner/Seller laying out their vision for **LIFESTYLE CHANGE**. No one is better at selling homes faster, for more money and with less hassle than we are, but it is critical that we fully understand the **WHY** behind the change the client is making. This becomes the **FIRST MILE** – what it is we must deliver on/what is expected of us (our mandated **FIRST MILE**).

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There can be no second mile service without going the first mile, so what does this Second Mile look like?

Exceeding client's expectations has got to be built into the very fabric of the business from the people's mind set to the systems to the culture. Anything short would be cutting corners. There really is no lifetime Customer System without being committed to Second Mile Service. They go hand in hand.

At Your Home Sold Guaranteed Realty, our Lifetime Customer System (part of our second mile service) breaks down in to THREE Programs.

1. Your Referrals Help Those Who Need Help the Most.

On the last page of this this newsletter, you will see what I mean by Your Referrals Help Those Who Need Help the Most. As part of our mission, we donate a portion of our income from real estate sale to a very worthy cause. We want you be part of that. It's likely as you read this, you have received other newsletters, emails, texts and videos about this. So by donating to the Canadian Mental Health Association, you are helping to fight against mental health problems that destroy or cut short the lives of our near and dear ones.



2. We Will Help You Grow Your Wealth.

We bring to our clients opportunities and education to Create More Wealth by INVESTING IN REAL ESTATE.

Many of our clients became Multi-Millionaire NOT from their jobs, but by investing in real estate. We want you and others to have the same opportunity so we built this in to our Lifetime Customer System. Inside this newsletter you will see a presentation of great deals to consider investing in. These are just a sample of the REAL ESTATE available for you to invest in.



Contrary to popular beliefs, you do not need a lot of your own money to become RICH investing in real estate, but, you do need money. We are experts in helping you learn how to use other people's money to buy distress sales and bank foreclosures, unlocking the equity in your own home to buy 3 houses for the price of one and partnering with others for Apartment Building investments that CASH FLOW every month.

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Whoever compels you to go one mile, GO WITH HIM TWO.

3. We Are a Resource for Your Lifestyle Needs.

You need a resource like a real estate lawyer, mortgage specialist or home inspector? As I type this, one of our approved vendors is headed to my house to finish my basement. This expert will come and do what they do best... finish the basement. They have been vetted through a lot of use so I know they will do a great job and it will be a fair price. This is obviously just one example. Reach out to us if you need contact information of a professional and we'll send it right over.



Approaching each day with an attitude of 'good enough never is' translates into a steady look at questioning the status quo, keeping us dedicated to helping the great people at this historic company over deliver to our most valued people... our customers.

Deliver MORE value than what is/was/will be received = over deliver = Lifetime Customers.

Go Serve Big!!!

Sushma Khinvasara

Your Home Sold Guaranteed!



Second mile service doesn't start and end with a real estate transaction, it is a way of life. It is essentially who you are. "A community loves on those who love on their community" – Dr. Ike Reighard.

Second Mile Service Commitments

- Exceed our client's expectations and never cut corners.
- Make it easy for our everyone in the company to deliver second mile service!
- Be exceptional stewards of revenue for Shareholders.
- Walk the walk and talk the talk of going the extra mile in the Community.



THE VIP CLIENT – Real Estate Investor Corner

BUILDING WEALTH THROUGH REAL ESTATE



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Just know that the good deals go fast!

If you know of anyone else who may be interested in building wealth through real estate investing, please pass on my contact info or provide me with theirs.

Thank you!

Sushma Khinvasara

*Conditions apply. Call for Details.



What our Clients have to say...



I would highly recommend Sushma she is incredible, polite, professional, patient, approachable and understanding everything I really wanted. She is truly a wonderful agent to work with and very knowledgeable. I enjoyed working with Sushma and forever grateful to her for finding me my first home, Thank you so much for the great work that you do Sushma. –Ayoub, M.

I happened to get an email regarding a pre-construction condo and it came from Sushma. I met her on a fluke and all I can say is she gets results. I emailed her and she responded immediately, I send the worksheet, she called me and kept me informed and within 5 days she gave me the great news that the unit I was interested in was mine. Sushma delivers results, she is knowledgeable and clarified everything for me along the way. I am so lucky to have come across her as I don't think I would have been able to get this property without her help. I highly recommend Sushma if you are interested in pre-construction condo. –T. Allen



Sushma Khinvasara is a complete package of your home buying process. She will put her mark on every step of start to end process of buying a house. Amazingly active and strong follow up is her positive side. She has deep knowledge of the industries and GTA area. You will never go wrong with her insight for buying a property of your own living or for an investment. She knows and studies well with market growth. I have personally seen almost 50+ properties with her in just 45 days. If you are ready for any day she will be ready to come with you for showing. She was never tired of her client or loses her interest in the client. She never forces on any property but she will put some words that you can think about it. Thank you Team Sushma for taking care of our buying need. –Pratik Babaria

As a first time home buyer/investor..Sushma was there from the jump not only to make me feel comfortable but also gave me so much insight on what's being done and what to expect.. all I can say is that she's amazing and I wouldn't recommend no one other than Sushma Khinvasara as a real estate agent...Excellent advise, very polite and knowledgeable. you can't ask for anything else and for that I appreciate you!!! .—Ahmed Amin



Your Referrals Help Mental Health!



BENEFITING
Canadian Mental
Health Association
Peel Dufferin
Mental health for all

As you may have heard, **Mental Health Association (CMHA)** is front and centre in the fight against mental health problems that destroy or cut short the lives of our near and dear ones. We are thankful to have such a wonderful facility close by, doing such great work to help, heal and save troubled lives.

So even as we are eager to enjoy life, others are simply hoping they can be here to live it. This is why we here at Sushma Home Selling Team have resolved to do what we can to help.

For homes we sell this year, we are donating a portion of our income to **CMHA**. Our goal is to raise another \$10,000 to help them in achieving their quest of mentally healthy people in a healthy society.

This is where you can help!

Who do you know considering making a move you could refer to my award-winning real estate sales team?.

You and your referrals mean more than ever to my team and I. As we move forward in this new season, please know we are extremely thankful for you and your being a special part of our business.

With all my appreciation,
Sushma Khinvasara



Find Out What Homes in Your Neighbourhood are Selling For. . .

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HOME SELLING TEAM