

Exclusive Information from the The Sushma Home Selling Team



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Contact Info

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

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sushma
HOME SELLING TEAM

Start with
— WHY? —

Simon Sinek, former COO for Yahoo, wrote a great book, *Start With Why*. In it he shares his bold goal to build a world in which the vast majority of people go home everyday feeling fulfilled by their work. You can call it a movement to inspire people to do what inspires them.

This got me thinking about WHY we do the things we do each day. Any person or organization can explain what they do; some can explain how they are different or better; but very few can clearly articulate why. *Why* is not about money or profit – those are results. *Why* is the thing that inspires us and those around us?



From Martin Luther King Jr. to Steve Jobs to the Wright Brothers, *Start with Why* shows that the leaders who inspire all think, act and communicate in the exact same way – and it's the complete opposite of what everyone else does.

Starting with WHY I think is more about your belief in something. I was talking to daughter of one of my clients and she was telling me about her mission trip to South East Asia. She was wondering if there was merit to what some were saying to her about WHY she was going to SE Asia when there were needs closer to home. My response was to go with where she was being called to go because that is where she believes God is calling her to go. Her

Why.

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Start with — WHY? —



When I jumped from being a solo agent to building a real estate team, I knew I would need to be able to define WHY I was doing it and WHY our real estate team was relevant. I believe the industry norm and standards keeps agents from living their life on their own terms while simultaneously providing an amazing experience and superior results to clients. I believe the TEAM system is the preferred way of serving clients vs a solo agent trying to be all things to every clients. After all the Team System is the preferred way of doing business in most industries. So a real estate business with agents consistently delivering the results only made sense to me. My Why.

So, what is YOUR why? Why do you get out of bed every day? Is what you are doing right now giving you a feeling of fulfillment? Do you even believe that you should be inspiring others?

If you have children, you probably believe that the world is unpredictable, and schools are self serving so you as a parent must assume responsibility for inspiring your children to be the best they can be. It would be your WHY as a parent.

If you wonder why some companies, some people, some sports teams, some churches achieve high levels of success while others given the same opportunities and resources fall short, you can know that it is because the paradigm, the leader, the culture in that organization is highly effective at communicating, promoting and inspiring WHY they even exist.

Imagine if every organization started with WHY. Decisions would be simpler. Loyalties would be greater. Trust would be a common currency. If our leaders were diligent about starting with WHY, optimism would reign and innovation would thrive. As Simon Sinek's book illustrates, there is precedence for this standard. No matter the size of the organization no matter the industry no matter the product or the service, if we all take some responsibility to start with WHY and inspire others to do the same, then, together we can change the world.

And that is pretty inspiring!

Until next time,

Sushma Khinvasara





THE VIP CLIENT – Real Estate Investor Corner

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BENEFITING
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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**



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What our Clients have to say...



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

Sushma and her team is Amazing, very professional and kept my husband and I informed on all the updates of the homes we were interested. She prepared us for the presentation night, getting us approved with the broker, arrangements with pre home inspection and guiding us with patience and care for the big day. As nervous as we were, Sushma went in with her business strategy and got our first family home. With happy tears, we thanked her for her dedication and hard work! We highly recommend Sushma and her team! Thank you so much, Sushma!



This letter is sent to you in appreciation for the successful real estate investments made with you. Your knowledge in the real estate business and resourcefulness has benefited us an awesome profit in a span of only 2 short years which is unbelievable even in the best of the market conditions. I thank you for all the timely assistance and the references of good lawyers and mortgage agents as well as getting good tenants for the property. Me and my husband Thank you for your hard work, dedication and guidance through negotiations. We will always



It has been a real pleasure working with Sushma and her team as she is very professional to work with. Moreover, she is pleasant to talk and communicate with, and she is responsive to my phone calls and my needs. The whole journey from the beginning till the end was very smooth with her. I was extremely happy that everything went smoothly and I bought my first condominium. I would recommend Sushma to anyone who asks me for a good realtor who knows the market well and is fun to work with. Thank you Sushma for helping me out.—Rohan J.

