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**LARRY PERSAUD** Sales Representative **647.828.SOLD (7653)**

Sutton Group-Summit Realty Inc. - 1100 Burnhamthorpe Rd.W.#27 Mississauga, On. L5C 4G4 - T. 905.897.9555 F. 905.897.9610

### Greetings!

Hope you had a wonderful summer. Now that things are returning to normal, lets get together for a coffee or tea (my treat). Let me know when you are available, I look forward to catching up with you.

### Special Thanks

As most of you already know I prefer to gain my new clients from my friends like you (past clients) and because we already have a relationship (trust & respect) you know I will work hard to ensure that you and your referrals are not disappointed. A special **Thank You** to **Rita and Terry** for referring their family members to me.



### In This Issue...

[Fall Begins on September 22nd](#)

[The Gift of the Gab](#)

[Don't Cry Over Split Blood](#)

[How to Plan a Successful Open House](#)

[Town-House - Walk to Clarkson GO](#)

### Fall Begins on September 22nd

If you decide to have an open house, you'll want to make the most of it. This month, we share some great ideas on how to create a top notch first impression.

We've also included some tips on the art of making conversation as well as a nifty remedy for removing blood spots from fabric.

Thanks for checking out our newsletter. Let us know if you have any questions or comments regarding the articles or real estate in general -- we'd love to hear from you!



### The Gift of the Gab

Making conversation with people you don't know can be a bit uncomfortable but turning strangers into friends is easy if you know how. Here are some helpful tips that'll have you chatting up a storm:

1. *Listen Up* - Instead of worrying about how to respond, pay attention to what people say. That way, you'll be able to spot conversational cues to build upon.
2. *It's In the Details* - If you've met someone before, try to remember details such as vacation plans or their child's sports tournament.
3. *Open Ended* - Don't ask questions that elicit a yes or no response. Instead of "Did you have a good weekend?" which elicits a yes/no response, ask "What did you do last weekend?"
4. *You Name It* - When you're introduced to someone, use their name right away (Nice to meet you Mike!) as people like to hear their name and you saying it out loud will help you remember it.
5. *Smile & Be Positive* - Most individuals are drawn to positive people so stand up straight, smile and keep your conversation upbeat. Don't fill them in on your woes and grudges.



Making conversation is easy if you know how. Instead of awkwardly fidgeting with your drink when you're introduced to someone, just relax and try to find something in common with them. Developing relationships with a variety of different people can be extremely rewarding!

### Don't Cry Over Split Blood

Have you ever had to throw away a piece of clothing because of a small blood stain? If you don't have immediate access to a washing machine before the stain sets, there's another option to consider.

A simple and effective way to remove blood from fabric is to immediately dab some of your own saliva directly onto the stain. Saliva contains certain digestive enzymes that help break down the proteins in blood. This method isn't practical for large stains but if it's just a few drops, it should do the trick.



### How to Plan a Successful Open House

Having an open house is a lot of work so if you decide to do it, you'll want to ensure it's a success. Here are some tips that'll have your home looking its best on the big day:

1. *De-Clutter* - Clearing out clutter makes your home appear much larger so remove personal items like photos and souvenirs. Also, put away small appliances to increase your counter space.
2. *Deep Clean* - Thoroughly clean your home from top to bottom. Serious buyers will look everywhere including under the kitchen sink so make sure everything's neat and tidy.
3. *Lighten Up* - Wash your windows and open up the drapes and blinds to let in as much natural light as possible. Turn on all the lights and put out some fresh flowers to brighten things up.
4. *Blooming Beautiful* - Buyers are looking for a tranquil outdoor



setting to relax in so cut the grass and pick up the kid's toys.  
While you're at it, pull out some weeds and plant a few flowers.

5. *The Nose Knows* - Baking just before an open house will leave a pleasant aroma that'll remind people they're in a home rather than a house. You can even leave some out for your visitors!
6. *Seasonal Pics* - If your open house occurs during the winter, showcase your garden by displaying some photos of what your yard looks like during the summer when it's at its best.
7. *Don't Delay* - There's always a buzz when a new property hits the market so the sooner you schedule your open house, the more traffic you'll generate.

The day of your open house should find your home sparkling! Potential buyers need to envision themselves living in your home so in order to make them feel more comfortable, you and your pets should leave ahead of time so your real estate agent can focus on selling your home.

### **Town-House - Walk to Clarkson GO**

This town-house has 3 bed rooms with 2 bath rooms and is perfect for single families, first time buyers or investors. Located within walking distance to Clarkson GO and minutes to the QEW, shopping, schools and parks. Maintenance includes water, cable, insurance & parking. If you are interested or know of someone that is, please call me @ 647 828-SOLD 7653. This property has great value and will be sold within 30 days. Act NOW.



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**PS** Please pass this newsletter on to friends and family members who may benefit from its resources. If you received this email through a friend or family member and would like to join our mailing list [click here](#) and type subscribe in the message box.

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