

## My Humble Update VII

### Hi all

Great to get the feedback from those of who phoned or emailed – I truly appreciate it. The market is obviously still trying us all – one day its great then oop's.

The media are once again having a field day with this past week being sparked on by "some financial guru" who obviously has a special agenda for talking the market down – don't forget the positive side – "great time to buy in this market".

Interesting enough I spoke to my friend Jason Taylor on Thursday 10th Nov and he was already up to his 3rd sale for the month – I love his approach – the harder it gets the harder I work and of course his overview on survival has always been to list well – its money in the bank for next month. There was a book written years ago "List and Last" but one that I still refer to is "Relax and Sell more Real Estate" by Graham White published in 1986.

Jason has this down to a fine art – he goes at 100kms an hour, stresses, gets caught up in day to day real estate matters and time wasting – sorts out the garbage and finally – only because he has done all the "hard work" relaxes himself and his clients/customers to sell more real estate.

This market is certainly seeing a lot of changes in both real estate and staff. It's a time when the bosses blame the staff and of course the staff blame the bosses – go and "hug a tree" – get back to the roots of things and get on with your life – do you think you are the only ones doing it tuff – go to the local hospital, then the terminally ill ward or better still the mortuary – someone is always worse off – work harder – play stronger and enter the world of the "elite agent". Have confidence, walk taller, speak clearer and help others – it will "boomerang".

I am currently setting up a web site to assist you all more with updates and information but in the mean time and as stated last "Humble Update" I have drafted up some basic standard letters together with more information about Auctions that may help you. With many of these you will be able to use your own logo or letter head – I do hope they help – see attached.

David continues to grow from strength to strength and is currently booked for about 16 auctions between now and Christmas – he has been a great help and I'm absolutely positive you will be very happy with his "Auctioneering Ability". Kelli has been an enormous help in setting up the web site and organizing the information being sent out to you – if there is anything else I can assist you with please contact me - we are striving to give you a better service.

Now onto another update, as of the 1st January 2006 I will be adjusting my fees to be more in line with my friendly competitors. Three years ago I stated I would not change my costs until 2006 and with the kilometers I do (over 50,000km per year) and prices of petrol it is now a necessity.

Please find these price changes attached. I am always negotiable for those who really need to – of course there is only one way to negotiate – up – Ha! Ha!

I would also like to add that David and I helped raise over \$20,000 at the Breast Cancer Charity Auction put on by Professionals Paradise Point. It was a great night had by all. This was the third charity auction we conducted in the past month.

Please pass this around to your staff. Talk to you all soon.

Thank You Again

*Colin Banks*

*Licensed Auctioneer & Real Estate Agent*