

September 2020



KEY TO PERSEVERANCE

All of life is a race with ups and downs, and all you have to do to win the race is rise each time you fall. "Quit, give up, you're beaten," they still shout in your face, but a stronger voice inside you says, "Get up and win the race."

The Chinese bamboo plant is a powerful example of perseverance. During the first four years after planting, even though it is watered and fertilized regularly, it grows very little in height. **Then, in the fifth year, after applying water and fertilizer, the plant grows nearly ninety feet in height in five weeks time!** **The question:** Did the Chinese bamboo tree grow ninety feet in five weeks or in five years? **The answer:** It grew ninety feet in five years. If at any time, the people had stopped watering and fertilizing, the plant would have died. We are like this amazing plant; we must continue to water and fertilize our life with hope, faith, and perseverance, or we will die and leave our dreams to wither away.

Selling is a delayed-profit business. The results are not always immediate. The reward is frequently delayed. Persistence is demanded.

Over the years, we've discovered those individuals who persevere and finish strong have these characteristics:

- **They dream the big dreams.** There's nothing in little plans that stirs the blood.
- **They are practical and realistic.**
- **They think greatly of their function.** They fall in love with their work.
- **They are appearance conscious.** They look like winners.
- **They believe in preparation.** They understand that chance favors the prepared, orderly mind.
- **They like to be effective.**
- **They make responsible commitments.**
- **They respond to responsibility.**
- **They enjoy improving things.**
- **They bounce back!**

2020 - WHEN DREAMS BECOME REALITY!

Kinder Brothers

The OC Voice



Birthdays

- Sep 6 - Jeeta Phagoo
- Sep 8 - Hovhannes Ter-Martirosian
- Sep 11 - Bammy Wong
- Sep 11 - Mayur Pendse
- Sep 14 - David Chow
- Sep 16 - Shannon McCrae
- Sep 17 - Akaash Kalra
- Sep 18 - Mohammad Rahimian
- Sep 18 - Ludmila Druker
- Sep 22 - Kathy lu
- Sep 24 - Bhupathy Muppala
- Sep 27 - Anthony Huynh
- Sep 28 - Bretten Roissl

Welcome

- Sept 1st - Seeta E. Hakim, assistant to Deborah Williams

Office Closings, Move and Training

- September 4th office closing at 3:00 pm
- September 7th office closed Labour Day
- September 24th & 25th OCR Scarborough Office moving
- September 28th New OCR Scarborough Office location opens for business (3410 Sheppard Avenue East, Suite 400, Scarborough Ontario M1T 3K4
- September 10th 17th and 24th & 10:00 am in house training on Dataphile
- September 14th 11:00 am Dataphile training from Head Office

TOP 10 ASSOCIATES YEAR TO DATE SETTLED

Edmund Chun Yuen Tin	\$ 88,724
Hovhannes Ter-Martirosian	\$ 55,796
Homer Glinoga	\$ 54,755
Adrian Kraizel	\$ 50,622
Mohammad Rahimian	\$ 49,778
Richard Watson	\$ 40,822
Gabriel Fedele	\$ 27,641
Jacqueline Soong	\$ 19,097
Andrew Stadnicki	\$ 14,007
Akaash Kalra	\$ 13,790

DFS INVESTMENT TOP 10 YEAR TO DATE

David Chow	\$ 5,035,253
Peter Chiu	\$ 2,220,126
Mayur Pendse	\$ 1,998,462
Edmund Chung Yuen Tin	\$ 1,919,800
Hussain Mahmud	\$ 1,876,190
Murilo Cruz	\$ 1,439,411
Robert Mitchell	\$ 1,362,584
Oriana Melo	\$ 928,307
Bammy Wong	\$ 899,965
Fazaad Bacchus	\$ 887,145

A Tip from Jeff Gregory,

One of the reasons I have been able to grow my practice and survive for as many years in this industry is my belief in leadership. We are encouraged to be involved in activities that allow us to know people, but I believe that it's not just being involved but taking leadership positions in those activities that have been essential to my success. Be it my baseball league, my networking group or even the charity group I used to belong to, I either what's its President, Board Member or other higher ranking volunteer member.

People follow leaders and if a passion to join the activity is there, the passion to ensure its success follows. I don't need to promote myself in these organizations as its done organically. Don't look at not getting paid for your time, it will come if the focus is in the organization or activities success. It may not be a quick transition to a client, but those that have become clients are some of my best as a result of the leadership roles I have taken in my career.

Jeff



RECOGNITION PROGRAMS - 2020



May 3 - 5, 2021

NATIONAL CONFERENCE

Banff, Alberta, is a favorite destination in western Canada due to its exceptional scenic beauty.

Tucked into the majestic Canadian Rocky Mountains, the charming town is located in the heart of Banff National Park, a UNESCO World Heritage Site.



June 2021

EXCELLENCE CIRCLE

One of the world's most visited cities, London has something for everyone: from magnificent history and culture to fine food and good times.

History and tradition greet you at every turn in London; it's also one of the coolest, most modern cities in the world.



June 2021

ELITE FORUM

Capital of Scotland, Edinburgh is a beautiful city full of greenery, which rises on a set of volcanic hills.

Famous for its culture, history and incredible architecture, the Gothic buildings and cobbled streets of its old town undoubtedly make it a serious contender for the most beautiful city in the UK.