

## January 2020



### TAKE RESPONSIBILITY FOR YOUR SUCCESS!

*"Hard work has made it easy. That is my secret. That is why I win."*

Our theme for the year is **"2020 - WHEN DREAMS BECOME REALITY"**! Resolve to spend the bulk of your time in green-time activities - setting appointments and conducting selling interviews with potential customers and current clients.

Most of what we do in sales is beyond our control. Our customers make the rules. Our job is to show up and do our best.

The nature of the beast is that any number of a thousand things can kill a sale (sometimes two thousand).

When asked what went wrong or why we failed to get the business, we have to train ourselves to make the shortest answer possible. **Excuses, no matter how valid, are not the business we are in. Our business is sales, and that means moving on to the next call without looking back.** The more calls we make, the more sales we make.

We know that the clock only moves in one direction -- so should we. Fast forward is what we are paid for. Push that button in your head and get on with the day. The more places you can get to each day, the more success you will enjoy.

Take responsibility for results and block excuses out of your mind. Correct any mistakes you made and move forward! Keep working hard. Honest, intelligent effort is always rewarded. Hard work is the key to success.

Big January! Big Year!

**2020 - WHEN DREAMS BECOME REALITY!**

*Kinder Brothers*

## The OCR Voice



### Birthdays

Jan 2 - Adriano Beghin  
Jan 7 - Michael Brady  
Jan 15 - Fazaad Bacchus  
Jan 19 - Frank Tang  
Jan 22 - Gabriel Fedele  
Jan 23 - Anastasio Marui Miras  
Jan 27 - John Barrett  
Jan 31 - Radha Macisaac

### Welcome

Bhupathy Muppala – New Associate in GTA West

### Office Closing and Other Important Dates

Jan 1st, 2020 - New Year's Day  
Office Closed

*"People often say motivation doesn't last.  
Neither does bathing — that's why we  
recommend it daily."*

**Zig Ziglar**

## TOP 10 ASSOCIATES YEAR TO DATE SETTLED

Homer Glinoga	\$ 114,149
Edmund Chun Yuen Tin	\$ 112,176
Hovhannes Ter-Martirosian	\$ 104,974
Vesna Toskovic	\$ 98,850
Richard Watson	\$ 75,509
Mohammad Rahimian	\$ 71,502
Grant Miller	\$ 68,675
Suzanne Breen	\$ 45,138
David Corrado	\$ 44,818
Anh (Anthony) Huynh	\$ 39,622

## DFSI INVESTMENT TOP 10 YEAR TO DATE

David Chow	\$ 36,719,280
Vicky Yu	\$ 3,293,689
Rajiv Bissessur	\$ 2,893,484
Mateusz Sak	\$ 2,593,715
David Corrado	\$ 2,458,116
Edmund Chung Yuen Tin	\$ 2,045,612
Rohan Smith	\$ 2,041,253
Deborah Williams	\$ 1,858,647
Mayur Pendse	\$ 1,528,336
Robert Mitchell	\$ 1,347,815

\*\*\* Top 10s are based on the report of Week 50. \*\*\*



**WATCH FOR THE EXCITING  
CONFERENCE  
DESTINATIONS SOON TO  
BE ANNOUNCED.**

**WHO KNOWS WHERE IN  
THE WORLD THEY WILL BE?**

—

Happy New Year

*AL*

