

## May 2020



### THE WINNER HAS MOMENTUM

It is vitally important for salespeople to establish momentum. It's like starting a locomotive. It takes 238 pounds of pressure to get a locomotive started. It only takes 33 pounds to keep the locomotive traveling once it has gained full speed. But if the locomotive stops, it takes 238 pounds of pressure to get it started again.

The same is true of salespeople. Once you get rolling, it only takes a small amount of effort to keep rolling. If you stop or have an interruption in your sales activity, it takes the same amount of discipline and effort to reestablish the momentum that it did at the very beginning. That's why it's so important for salespeople to maintain momentum.

The key to momentum is to build a winning tradition. Most any team can get "up" to win one game, but the secret is to get "up" consistently. The same is true for professional salespeople. Those who are disciplined, focused and have a set selling strategy can get "up" for every interview. Momentum and continuous victory are predictable and dependable.

Constantly feed your mind with success pictures. At first this will seem awkward and phony, but soon it will become genuine and natural. Remember, you become what you think about most of the time.

Momentum comes to the salespeople who have the tenacity to stick it out when the going gets tough. When they have a job to do and see their goal clearly and take all the hard knocks in stride, they power through all problems and obstacles.

Salespeople who have momentum seem to get all the breaks; everything seems to fall for them. As you investigate this in depth, you find that the salespeople who have momentum are making more calls, are making more presentations and their entire sales process is polished because of constant practice.

Momentum is a must for the winning salesperson.

### 2020 - WHEN DREAMS BECOME REALITY!

*Kinder Brothers*

## The OC Voice



### Birthdays

May 1 - Chris Harrison  
May 1 - Gisella Theodore  
May 1 - Neil Herbert  
May 2 - Rajiv Bissessur  
May 2 - Ramanathan Chockalingam  
May 4 - Irene Walsh  
May 6 - Deborah Woolacott  
May 8 - Gabor Lupkovics  
May 14 - Suzanne Breen  
May 20 - Amy Chow  
May 23 - Amanda Lin  
May 24 - Sam Cellini  
May 25 - Brittany Secker  
May 25 - Camy Yoong  
May 27 - Rachel Kim

### Office Closing and Other Important Dates

May 10th - Mother's Day  
May 18th - Victoria Day - Office Closed

*"A road well begun is the battle half won.  
The important thing is to make a beginning  
and get under way."*

**Soren Kierkegaard (1813-1855) Danish  
philosopher and writer**

## TOP 10 ASSOCIATES YEAR TO DATE SETTLED

Edmund Chun Yuen Tin	\$ 70,006
Mohammad Rahimian	\$ 34,386
Hovhannes Ter-Martirosian	\$ 33,706
Richard Watson	\$ 28,928
Homer Glinoga	\$ 24,512
Gabriel Fedele	\$ 13,786
Deborah Williams	\$ 10,893
Michael Brady	\$ 10,876
Angella Gill	\$ 9,355
Akaash Kalra	\$ 8,537

## DFSI INVESTMENT TOP 10 YEAR TO DATE

David Chow	\$ 4,997,822
Mayur Pendse	\$ 1,946,708
Peter Chiu	\$ 1,136,943
Lana Salmon	\$ 1,050,293
Bammy Wong	\$ 1,020,038
Edmund Chung Yuen Tin	\$ 888,992
Robert Mitchell	\$ 801,046
Hussain Mahmud	\$ 689,491
Rogan Smith	\$ 663,705
Vicky Yu	\$ 531,757

# 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.