

**Exclusive Information from the The Sushma Home Selling Team**



**SUSHMA KHINVASARA**

Call me TODAY for a  
free consultation.

(647) 834-9928

## INSIDE:

- The Lifetime Customer System.
- THREE Programs - Our Lifetime Customer System
- What Pre-construction are selling within Greater Toronto Area
- Your Referrals Help Mental Health!

## WHOEVER COMPELS



**GO SERVE BIG: THE LIFETIME CUSTOMER SYSTEM.**

### The Lifetime Customer System.

What is it that separates some from others in athletics or education or business or the arts, or in any endeavor? It is their drive to do more than is expected or required. One of our company's core values is Second Mile Service. When focusing on the second mile, we can't forget there are two miles in play here. So before I show you what's in it for you in the second mile, let's document the first mile.

The first mile is simply what is required of us. Yes, we are here to help people buy and sell the place they call home, but there is much more going on than just a real estate transaction. There is LIFESTYLE CHANGE being pursued.

Our Lifetime

Customer  
System

starts when we first enter into a client relationship and seek to gain an understanding of what the FIRST MILE is. For example, the first page of our Exclusive VIP Seller

**Why are you moving?**

**What is most important to you in getting your home sold?**

**What do you feel like has to happen for you to have gotten what is most important to you?**

These 3 questions are essentially the Home Owner/Seller laying out their vision for LIFESTYLE CHANGE. No one is better at selling homes faster, for more money and with less hassle than we are, but it is critical that we fully understand the WHY behind the change the client is making. This becomes the FIRST MILE – what it is we must deliver on/what is expected of us (our mandated FIRST MILE).

There can be no second mile service without going the first mile, so what does this Second Mile look like?

Exceeding clients expectations has to be built in to the very fabric of the business from the peoples mind set to the systems to the culture. Anything short would be cutting corners. There really is no Life Time Customer System without being committed to Second Mile Service. They go hand in hand.

*continued on next page..*

***At The Sushma Home Selling Team, our Life Time Customer System (part of our second mile service) breaks down in to THREE Programs.***

## **1. YOUR REFERRALS HELP THOSE WHO NEED HELP THE MOST**

On the last page of this this newsletter, you will see what I mean by Your Referrals Help Those Who Need Help the Most. As part of our mission, we donate a portion of our income from real estate sale to a very worthy cause. We want you be part of that. It's likely as you read this, you have received other newsletters, emails, texts and videos about this. So by donating to the Canadian Mental Health Association, you are helping to fight against mental health problems that destroy or cut short the lives of our near and dear ones.

## **2. WE WILL HELP YOU GROW YOUR WEALTH**

We bring to our clients opportunities and education to Create More Wealth by INVESTING IN REAL ESTATE. Many of our clients became Multi-Millionaire NOT from their jobs, but by investing in real estate. We want you and others to have the same opportunity so we built this in to our Lifetime Customer System. Inside this newsletter you will see a presentation of great deals to consider investing in. These are just a sample of the REAL ESTATE available for you to invest in.

Contrary to popular beliefs, you do not need a lot of your own money to become RICH investing in real estate, but, you do need money. We are experts in helping you learn how to use other people's money to buy distress sales and bank foreclosures, unlocking the equity in your own home to buy 3 houses for the price of one and partnering with others for Apartment Building investments that CASH FLOW every month.

## **3. WE ARE A RESOURCE FOR YOUR LIFESTYLE NEEDS**

You need a resource like a real estate lawyer, mortgage specialist or home inspector? As I type this, one of our approved vendors is headed to my house to finish my basement. This expert will come and do what they do best... finish the basement. They have been vetted through a lot of use so I know they will do a great job and it will be a fair price. This is obviously just one example. Reach out to us if you need contact information of a professional and we'll send it right over.

Approaching each day with an attitude of 'good enough never is' translates into a steady look at questioning the status quo, keeping us dedicated to helping the great people at this historic company over deliver to our most valued people... our customers.

Deliver MORE value than what is/was/will be received = over deliver = Lifetime Customers.



Keeping you informed!

Sushma Khinvasara

**Go Serve Big!!!**







# THE VIP CLIENT – Real Estate Investor Corner

## BUILDING WEALTH THROUGH REAL ESTATE



*From \$739,900*

### **Carriage House (Low Deposit)**

Dundalk ON—4 bedrooms, 3.5 bath



*From Low \$1 Mil*

### **The Oakes (Low Deposit)**

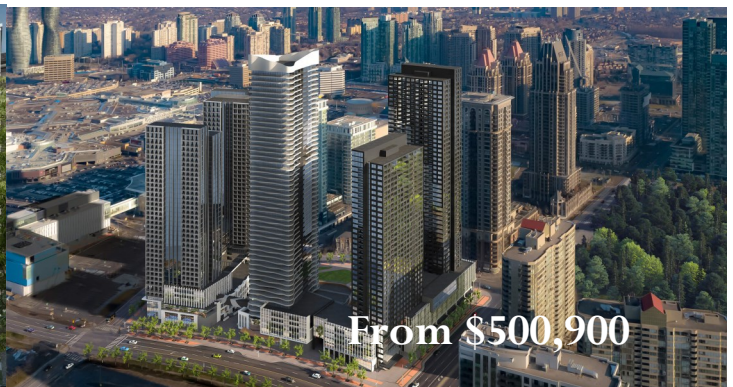
Oakville ON—4 bedrooms , 3.5 bath



*From \$869,900*

### **Avant Urban Towns (Low Deposit)**

Bolton ON—3 bedrooms, 2.5 bath



*From \$500,900*

### **Condos at Square One District**

Mississauga ON –1 & 2 bedrooms + den

## ***Cash Flow Homes***



Done For You. Turn Key Real Estate Investment Opportunities in the Greater Toronto Area!

**Guaranteed Cash Flow !\***

FREE List Available upon Request.

For a limited time, we have special incentives and discounts available from the builders.

If these homes do not interest you, then contact us about other great investment opportunities..

Just know the good deals go fast!

If you know of anyone else who may be interested in building wealth through real estate investing, please pass on my contact info or provide me with theirs.

Thank you!  
Sushma Khinvasara

# Your Referrals Help Mental Health!



**BENEFITING**  
Canadian Mental  
Health Association  
Peel Dufferin  
*Mental health for all*

As you may have heard, **Mental Health Association (CMHA)** is front and centre in the fight against mental health problems that destroy or cut short the lives of our near and dear ones. We are thankful to have such a wonderful facility close by, doing such great work to help, heal and save troubled lives.

So even as we are eager to enjoy life, others are simply hoping they can be here to live it. This is why we here at Sushma Home Selling Team have resolved to do what we can to help.

For homes we sell this year, we are donating a portion of our income to **CMHA**. Our goal is to raise another \$10,000 to help them in achieving their quest of mentally healthy people in a healthy society.

## **This is where you can help!**

**Who do you know considering making a move you could refer to my award-winning real estate sales team?.**

You and your referrals mean more than ever to my team and I. As we move forward in this new season, please know we are extremely thankful for you and your being a special part of our business.

With all my appreciation,  
Sushma Khinvasara



## Find Out What Homes in Your Neighbourhood are Selling For. . .

### **FREE SERVICE FOR TORONTO AREA HOMEOWN-**

You can Receive a **FREE** computerized printout of recent Home Sales & Current Listings in your area mailed to you at **NO Cost, or Obligation**

**You don't have to talk to anyone.** Just call our 24/hr hotline below and leave a message indicating which streets you would like to have information on. **You will receive by mail, a computerized printout on each active property for sale (or recently sold)** including the address and photo of the home, a description of key features, along with the list price and (if relevant) the sale price.

This information will give you a good idea of what your home might sell for if you were to put it up for sale in today's market.

To receive a Computerized Area Home Sales Report call:

**1 - 8 5 5 - 2 8 6 - 5 2 8 2 I D # 6 0 4 1**  
(24 hr recorded message)

[www.TorontoAreaHomeValues.com](http://www.TorontoAreaHomeValues.com)



*sushma*

HOME SELLING TEAM