

Feel free to share via email, text, Facebook & Twitter  
to anyone & everyone you know! Tell them I said Hi!  
Have Fun! ~Connie Podesta

Try Saying  
That 10x Fast!

## CONNIE'S TOP TWENTY-THREE TWEETS ON REAL ESTATE

- Today's clients have more options than ever. You've got to **OUT-SMART, OUT-THINK, & OUT-SHINE** the competition. [#StandOutFromTheCrowd](#)
- #1 priority?** Sell **YOURSELF**. People buy from those they trust, like & respect. **U R** even more important than the **price!** [#BeTheOneTheyWant](#)
- Want to increase sales? Know how to communicate with **EVERY** generation using **THEIR** techniques & preferences. [#SocialMediaHereToStay](#)
- Consumers have higher **demands** & lower **tolerance** today. Earn their biz? **EXCEED** expectations. [#Prepare4PerfectStorm](#)
- Stop **WAITING** 4 phone 2 ring, life 2 be fair or economy 2 recover. Top agents **ACT** rather than **REACT** in tough times. [#ExcusesDon'tCloseDeals](#)
- Knowing your (niche) market=Confidence, competence & productivity. Narrow your **FOCUS** & pick a **NICHE**. [#OwnThatMarket](#)
- It's easy to show up **ONCE**, maybe even twice. Successful referral relationships lie in the **LONGEVITY**. [#In4theLongHaul](#)
- Be **GENUINE**. Sales is the ultimate people biz & they'll know if you aren't being real. **Phony**=Deal Breaker [#Authentic=Deal MAKER](#)
- Some of the **RICHEST** salespeople in history started in the **TOUGHEST** economies. There's always a way! [#FindtheSweetSpot](#)
- Believe in yourself & what you do. Confidence gives you the momentum to **CLOSE** for the signature. [#Otherwiselt'sJustaConversation](#)
- There will always be people who say you **CAN'T** make it. Make sure **YOU** are not one of those people! [#Don'tBuyIntotheBull](#)
- Want to increase profits **NOW**? Continuous **PROSPECTING** is not a should-do; it's a **MUST**-do 2 survive & thrive in sales. [#ProspectingIsGold](#)
- RECHARGE** your spirit, **RE-COMMIT** to health & **RENEW** your enthusiasm. [#BalanceDoesn'tHappenByItself](#)
- You **CAN'T** be all things to all people. Life will be less stressful when you learn to set fair boundaries & stick 2 them! [#AGuiltTripsNoVacation](#)
- Partner up with someone you respect. You can help each other be more **ACCOUNTABLE**, productive and on-track. [#TwoHeadsAreBetterThanOne](#)
- The best referrals come from long-term **RELATIONSHIPS**. Nurture them or lose them-your **CHOICE**. [#KnowtheLifetimeValueofaCustomer](#)
- Run your business like a **BUSINESS** with **YOU** as the **CEO!** Manage your **time, money & resources** accordingly. [#It'sNotaHobby](#)
- Make your **FAMILY'S** goals part of your biz **PLAN**, that way they'll support instead of resent long hours & extra work. [#BetterForThanAgainst](#)
- Economies shift. Markets change. Life cycles. Nothing stays the same. Keep your eyes on future & be prepared. [#Stay1StepAhead](#)
- BASICS** never go out of style. **Talk** to people. Make **connections**. Invest in **relationships**. Do the **Work**. **Believe** in **YOU**. [#BasicsBuildCareers](#)
- Self-help means 2 help yourself. Successful salespeople understand the power of **SELF** motivation. [#LearntoKickYourOwnButt](#)
- What worked in the **past** may **NOT** work now. Great salespeople are amazingly **intuitive, adaptable & flexible**. [#LeadtheWay](#)
- Practice, practice, practice**. It's how you get to Carnegie Hall & how you sell with confidence competence & character. [#KnowYourStuff](#).

Want to Read More  
**TOP TWEETS?**

Join Connie's Circle of Friends!



Share Your Shapes Experience  
with Family & Friends



[www.ConniePodesta.com/Shapes](http://www.ConniePodesta.com/Shapes)

For Your Copy of **REAL ESTATE Must-Read**  
**HAZARDOUS HABITS:** Twelve Silent  
Roadblocks to Real Estate Success Visit:  
[www.conniepodesta.com/real-estate](http://www.conniepodesta.com/real-estate)