
From: Jeffrey Epstein <jeevacation@gmail.com>
Sent: Sunday, September 12, 2010 4:23 AM
To: [REDACTED]
Subject: Re: Update

i know you can do it

On Sat, Sep 11, 2010 at 10:26 PM, <[REDACTED]> wrote:

Hi Jeffrey,

Interesting week. I doubled my advertising and getting a lot of calls. Didn't close any deals, but saved one of the previous one's from falling apart. I switched the client to a different apartment.

The intern Henry sent me is very helpful. She is doing my advertising and is working on recording all leads and tracking their status.

The sales training is off to slow start, but I am not worried about it right now.

I am committed to putting together a system that will consistently produce 10 deals a week.

There are 3 parts to a deal. Advertising, qualifying (ranging the client's expectations and separating serious clients from time wasters) and knowing the inventory to show. I got the advertising down. I am working on qualifying and the inventory.

There is one girl in our mentor group who is great at qualifying. She did 4 deals this week, which makes her number one agent for the week. I am having her help me by recording her phone conversations with clients and having me sit in on the meetings. I would like to replicate what she is doing.

The inventory part is where my intern comes in. Her name is [REDACTED] and she is very cute :) I'll have her go and photograph all apartments that we would like to show.

So thinking longer term hopefully by the end of the month I have a system in place to consistently bring in 3 deals a week.

That's much higher than average, but I will not settle for less.

Other than work and dinners with Henry I don't have anything going on. I need to find some girlfriends to hang out with.

I should send you a picture, I look pretty cute lately.

I had a weird dream last night you were in it. You told me that there is always a gap in inventory (something missing that clients want) and that I will be successful I just have to keep showing up.

Write back
Miss you

-----Original Message-----

From: Jeffrey Epstein

To:

Subject: Re: Update

Sent: Sep 4, 2010 12:53 AM

if i am back, otherwise oct On Fri, Sep 3, 2010 at 8:46 PM, <[REDACTED]> wrote= Jeffrey, My birthday is on Sep 25th. It would be the best present if you =an take me out to dinner or spend some time with me. Are you up for it? Ev=rything is going well. I continuing to rock it. Sep should be a very inten=e and rewarding month. My manager is pushing me to set incredibly high goa=s, in terms of revenue. He is convinced that I should be able to hit 20,00=+ in gross fees. Not sure how I will do it, but I will try to get as close=as possible to that number. Starting sales program of Tuesday. Our goal is=to get 3 exclusive listings in September. Will update you on the progress.=Hope everything is well with you. Kisses [REDACTED] Sent via Black=erry by AT&T

From: Jeffrey Epstein <jeevacat=on@gmail.com <mailto:jeevacation@gmail.com> > Date: Sat, 28 Aug 2010 04:40:45 -0600 To: <[REDACTED]> S=bject: Re: Update great.. I will call you , and set up a mid sept meeting =n Fri, Aug 27, 2010 at 9:17 PM, <[REDACTED]> <mailto:[REDACTED]> > wrote: Hi Jeffrey, 12th apartmen= rented. :) I'm starting sales training on Monday. Very excited. I rea=ly like the company' s openness and entrepreneurial spirit. It finally=dawned on me this week that I am my own boss. Its up to me to grow my busi=ess and the company is just providing a platform to me to use. I stopped l=oking at it as a job, and started looking at it as a business. It doesn' t matter how many hours I work, it matters how much I produce. So the goa= is to create a consistent, sustainable stream of income, instead of hustl=ng for a deal. To implement that I need to focus on a stream of clients an= exclusive listings that I can move. Eventually I will figure out what is =y forte clients or apartments and that will be my main focus. I decided to=go after a stream of clients first. I met with a friend of mine that has b=en night club promoter for seven years and has a database of 200,000 + ema=ls. I proposed working together on generating apartment leads through Mark=David and we d

Sent via BlackBerry by AT&T

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