

To: [REDACTED]  
From: Jeffrey Epstein  
Sent: Sun 9/12/2010 4:22:39 AM  
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 3 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 Anastasia and she is very cute :) I'll have her go and photograph all apartments that I 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  
[REDACTED]

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

From: Jeffrey Epstein  
To: [REDACTED]  
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 [REDACTED] It would be the best present if you can take me out to dinner or spend some time with me. Are you up for it? Everything is going well. I continuing to rock it. Sep should be a very intense and rewarding month. My manager is pushing me to set incredibly high goals, in terms of revenue. He is convinced that I should be able to hit 20,000+ 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 Natalie 9172091858 Sent via BlackBerry by AT&T

From: Jeffrey Epstein <jeevacation@gmail.com> Date: Sat, 28 Aug 2010 04:40:45 -0600 To: [REDACTED] Subject: Re: Update great.. I will call you , and set up a mid sept meeting On Fri, Aug 27, 2010 at 9:17 PM, [REDACTED] wrote: Hi Jeffrey, 12th apartment rented. :) I'm starting sales training on Monday. Very excited. I really 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 business and the company is just providing a platform to me to use. I stopped looking 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 goal is to create a consistent, sustainable stream of income, instead of hustling for a deal. To implement that I need to focus on a stream of clients and exclusive listings that I can move. Eventually I will figure out what is my 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 been night club promoter for seven years and has a database of 200,000 + emails. I proposed working together on generating apartment leads through [REDACTED] and we d Sent via BlackBerry by AT&T

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