

To: [REDACTED]
From: Jeffrey Epstein
Sent: Mon 9/20/2010 10:26:48 AM
Subject: Re: Update

great, you never need to provide a carrot ,, however, it never hurts.

On Sun, Sep 19, 2010 at 8:58 PM, [REDACTED] wrote:

Ok Just tell me when you are or I will fly to EuroPe.

Sent via BlackBerry by AT&T

From: Jeffrey Epstein <jeevacation@gmail.com>
Date: Sun, 19 Sep 2010 20:55:48 -0400
To: [REDACTED]
Subject: Re: Update

only in for a day,, im not in new york

On Sun, Sep 19, 2010 at 8:50 PM, [REDACTED] wrote:

Hi Jeffrey,

Long 2 weeks. I didn't have a day off in 14 days. No deals yet, but I closed one of the very difficult deals that was from a few weeks ago. Also I have 2 very strong maybes that could work.

I am starting to generate my own clients who want to work with me :)

I got my first sales appointment so that is interesting.

Henry's intern is great. She is doing a fantastic job and is very cute and enthusiastic.

Also Henry is giving me his sons Loft to rent so I am excited. It looks like a great space.

I have an interview scheduled with Estee Lauder on the 29th. I don't think I am interested, but it maybe a good idea to go.

I am mad at you. I can't believe you were in ny with Jen! and neither of you called me.

I would really like to say hi, hug you and catch uP. No strings, just the Pleasure of your comPany. Sorry letter p is not working well on my Phone.

HoPefully you can make time soon or do I need to give you an incentive to see me?

Kisses

[REDACTED]

Sent via BlackBerry by AT&T

From: Jeffrey Epstein <jeevacation@gmail.com>
Date: Sun, 12 Sep 2010 00:22:39 -0400
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 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 [REDACTED] 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 Mark David and we d

Sent via BlackBerry by AT&T

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