



Fleur de Lis

Sentinel

SECOND QUARTER 2022

FOR REALTORS

Five Simple Words to Get You Un-Stuck & Fuel Your Success

by Tom Ferry, <https://www.tomferry.com/blog/five-words-for-success/>

Sometimes we all have “one of those days.” Maybe you’re feeling unmotivated. Maybe you’re feeling stuck, not knowing what to do next. Maybe it feels like you’re just going through the motions.

If you’ve ever experienced any of those feelings, here’s my advice in five simple words:

“Who can I help today?”

FOCUS ON HELPING OTHERS, AND THE REST WILL FOLLOW

Here’s the thing: Real estate sales is all about helping people.

You’re fortunate that unlike selling copy machines or insurance policies, you don’t really have to “sell” the product. People are excited to buy and sell homes. Moving often means progressing to the next stage of life... a bigger home for an expanding family, retiring to a smaller home, buying a vacation residence. All you have to do is focus on serving and helping those people. So when you’re feeling blah, ask yourself that question. Because the answer takes you to good places.

PEOPLE YOU CAN HELP

As a real estate professional, there are plenty of people in your orbit to “help” every day. Let’s take a look at some of them:

Homeowners: Are you keeping them informed of market

conditions? Are you showing them the opportunities that exist for them? Are you reaching out to Expireds to educate them about what went wrong last time? The more helpful you can be, the more likely people are to choose you when the time comes to list their home. Not to mention referrals. Now more than ever, homeowners need information to gain the confidence to make a move.

Buyers: What are you doing to inform buyers of current conditions? The earlier in the process you can educate them, the better the chance you have to turn them into actual clients.

Vendors: Do you view your vendors as true partners in your business or are they simply interchangeable service providers? Take a vested interest in helping them, and you’ll surely be rewarded with referrals in return.

Fellow Agents: A willingness to collaborate and assist others goes a long way toward creating strong, fruitful relationships in this business.

Your Team: How are you fostering the growth of your team members? The more help you provide them, the better they’ll be able to serve their clients. Plus you’ll build loyalty by taking an interest in their growth.

Your Community: The real commodity you’re trading is your brand and the trust associated with it. Nothing will enhance your brand and peoples’ trust in you more than being thought of as someone who’s there to lend a hand and help the community.

(continued on page 2)

HELP OTHERS & REAP THE REWARDS

Here's what's really exciting about this...

The more you accept your role as helping others, the more invested you'll become and the more momentum you will build.

Why? Because it feels good to do the right thing for people.

To make a difference in their lives, whether small or large.

Long story short, never forget that success in real estate is all about coming from a place of service.

So...

Who can you help today?



Chris Manship Joins Springs Valley as a Mortgage Loan Officer serving Orange & surrounding counties

Springs Valley Bank & Trust Company is pleased to announce the addition of Chris Manship as the newest member of the team. Chris will serve as a Mortgage Loan Officer in Orange & surrounding counties.

Chris is a graduate of Crawford County Jr-Sr High School. After graduating, he continued his academic and athletic career at Graceland University before graduating from Indiana State University with a Bachelor of Science degree. Upon completion of his undergraduate degree, he then relocated to Tampa, FL where he finished his post graduate degree from Nova Southeastern University receiving his Masters of Business Administration. In 2004, Chris moved back to Indiana where he continued his career in the financial services industry. Chris brings 17 years of banking experience and a passion for community banking to Springs Valley. Building great long-lasting relationships has always been at the forefront of his career.

Chris, his wife Lydia and their two children, Layla and Sawyer, currently reside in Salem, Indiana. Lydia is a Special Education Teacher at West Washington School Corporation where their children attend. Chris and his family enjoy spending time in the gym or at the softball field in their spare time.

Chris is a graduate of Southern Indiana (SI) Leadership in Floyd County and the Inaugural Orange County Leadership Program in Paoli. He had deep roots to the area as the majority of his family grew up and/or currently reside in Orange County.

Chris has been previously involved in various volunteer activities from coaching elementary basketball and little league softball, to serving on the Purdue Extension Board and was a

former president of the Youth Service Bureau in Marengo, Indiana. Chris and his family currently attend the Paoli Wesleyan Church.

"I am honored to have the opportunity to work for a community bank that builds lifetime relationships with customers and community members," said Manship. "When I think of Springs Valley Bank & Trust Company a very important phrase comes to mind. 'People do business with people because they chose to, not because they have to. We can always find others doing the same thing or selling the same products: it's the personal connection that makes a difference.' I feel Springs Valley has always and will continue to keep the bank's mission statement at the forefront of doing business by enhancing the financial quality of life in the communities we serve by focusing on you, our customers."

"Chris's commitment to maximizing the customer experience is second to none and we are extremely proud to have Chris representing the Springs Valley Team," said Craig Buse, SEVP & CLO.

Chris can be reached at 812.936.5652 or cmanship@svbt.com. NMLS# 416647. His primary office is located at the Paoli Banking Center.



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CONTACT ONE OF SPRINGS VALLEY'S MORTGAGE SPECIALISTS TODAY!



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