



Issue 10 Volume 2

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Kathy Drewien (<http://www.atlantarelo.com>) is a "take-charge" RE/MAX professional in the Atlanta region, who associated refer to as the "Cyber Queen". After reading previous Mr. Internet articles about the virtues of Virtual Assistants, Kathy "took charge" and decided she needed some *real* help —virtually speaking:

Dear Mr. Internet,

I'm an "online" Realtor in every aspect of my business. I pride myself on being on the cutting edge of technology in real estate. A virtual assistant is a natural addition to my business growth.

In several of your recent publications, you've touted the virtues of your virtual assistant but I only explored the idea superficially. It was only when I was feeling overwhelmed and you mentioned the idea again in your electronic newsletter that I got serious with a search.

I started with the links in your newsletter and surfed along the way. I sent a few emails out playing with the idea of what I needed and received an immediate response from Anna Baron. Anna is the owner of The Virtual Secretary (<http://www.annabaron.com>) and is a co-founder of The Virtual Link (<http://www.thevirtuallink.com>). Her professional image echoed my own professional standards and I decided on the spot that she was the assistant for me.

She possesses 10 years of executive level experience, is advanced in all software programs, is experienced in desktop publishing to assist me with brochures and flyers and in addition she is a web designer who provides maintenance on my existing site (<http://www.atlantareloc.com>) and is designing a new site for a separate business venture.

My VA is routinely responsible for: creating and mailing out my monthly newsletter (researching a large portion of the content herself), creating my monthly online newsletters, sending flowers and gifts to contest winners and new clients when needed, creating flyers on various houses in color and black and white, and can handle anything on a business or personal level. There isn't a project that she hasn't been able to do or refused to do. In addition, she has a lot of great ideas and provides valuable feedback to questions or concerns regarding my marketing and administrative needs.

I have used my VA for less than a year but in just a couple of months of using her I noticed a difference. My business is thriving and I'm spending quality time with my family. In the background my VA is working hard to make sure my business succeeds, that I remain a presence with current and past clients and that I can concentrate on the important things - family and sales.

Thank you,

Kathy Drewien
RE/MAX Realty Group
Atlanta, GA
Kathy@atlantarelo.com

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Previous Year:

SURVEYS

Current Survey
Current Results
Aug 2001 Results
Jul 2001 Results
Jun 2001 Results
May 2001 Results
Apr 2001 Results
Feb 2001 Results
Jan 2001 Results

Thank you Kathy for being another great example of how taking action on an idea turns into solid results! And, speaking of taking "action", as a Success Story contributor, you will receive a complimentary copy of my new [ePOWER! PRO](#) - Online Success Strategies For Real Estate Professions "bible" of doing real estate online —keep up the great work!

(NOTE: if we publish your success story on how you successfully used principles, strategies, or tactics found in ePOWER! NEWS, you will receive a copy of ePOWER! PRO, the industry's "bible" for doing business online. Just send in your submission to successtory@epowernews.com)

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