

To: [REDACTED]
From: Jeffrey Epstein
Sent: Sat 9/4/2010 4:53:35 AM
Subject: Re: Update

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@[REDACTED]>
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 decided to experiment. We will create a newsletter that will go out to his database about Mark David & Co, our success, services and the hottest deals in the rental market. The goal is to get people's attention and if someone has to move they will think of me as the person to contact. I shared these ideas with my managers, they were very supportive and enthusiastic. They will help me create the content for newsletter next week.

Also I talked to the manager of my building (where I live) and he told me the owner has several other buildings. There are a few apartments downtown that they will give to me to list, at least one of them exclusively. :)

I also got rid of the most painful part of the job this week. To generate business I have to advertise on craigslist aggressively. I don't like doing it and it is time consuming. I made a deal with another broker to do the advertising for me and I will give him 15% of the profits. It makes sense financially, it should double my income even after paying the guy.

I received my paychecks and I officially made 4k in August :) Wow...
Still have another possible 1800 that didn't close yet.

I am very excited, at the same time very exhausted and need better time management and prioritizing.

You were completely right when you said I am an ok worker and a great manager. I get so much done when I delegate and follow up. I am less enthusiastic when I have to do work myself and I do it only because I make a must for myself.

I think this is a great environment for me to grow and learn in many different areas: marketing, sales, management (I delegate a good amount of work for a %) and dealing with people.

So far it's an excellent experience and a good stepping stone. I'd like to stay here until I feel like there is no more room to grow and improve. Right now the goal is to make my income consistent, increase productivity and feel more confident and knowledgeable about what I am doing.

I miss you and would love your advice and guidance. Are you coming to ny anytime soon?

Love
[REDACTED]

Sent via BlackBerry by AT&T

From: Jeffrey Epstein <jeevacation@[REDACTED]>
Date: Sat, 21 Aug 2010 04:14:31 -0400
To: <[REDACTED]@[REDACTED]>
Subject: Re: Update

amazing , but to me, i always knew you could do it congragulations

On Fri, Aug 20, 2010 at 9:03 PM, <[REDACTED]> wrote:

Hi Jeffrey,

I am doing well. Another long week flew by. I am getting used to the hours and don't mind working so much. I am pretty excited to go to work.

There are a few exciting things. The main manager picked a group of five promising newcomers to mentor and I am on it. For the month of august the manager (Karla) is tracking our progress, gross fees and marketing. We meet once a week and discuss our challenges and progress made and share ideas on improvement. In an office meeting this week (most agents were present), Karla made an example of all of us and shared our production numbers with the entire office. I brought in about 13,000 gross fees to the company in the month of August.

Another exciting thing is training for sales in the next few months. My manger Marlon picked me and another guy to train for sales out of at least 20 other people. We will start going aggressively after sales listing to get exclusives by approaching the owners. We are getting coaching from real estate coach Tom Ferry via phone conferences. I listed in on the last one.

Today Marlon took us out to lunch and made it clear the he wants to work on sales and rentals with the two of us as a team going into 2011 and that we can produce as much as him (he is a top producer in the firm bring in 30000+ monthly) within a year or so. It's hard to believe but very motivating to aspire to that level.

I rented another apartment today. Finally :) The last one was last Friday.

I officially topped my smith barney wages today. I was getting 2250 a month at smith barney and already received 2500 in August and have about 900 more coming to me next week. :)

What do have to say to that?

I think I rock! Very motivated to keep going and improving.

Kisses

[REDACTED]

Sent via BlackBerry by AT&T

From: Jeffrey Epstein <jeevacation@[REDACTED]>
Date: Sat, 14 Aug 2010 07:14:08 -0600
To: <[REDACTED]>
Subject: Re: Re:

im proud of you.

On Fri, Aug 13, 2010 at 6:16 PM, <[REDACTED]> wrote:

Hi Jeffrey,

I rented another apartment today :) I am up to 9 total. Its been a long week. Working hard.

I miss you. How are you?

Don't be a stranger. Keep in touch!

Call or write. I am sure you can find a minute if you want.

Big kiss
[REDACTED]

Sent via BlackBerry by AT&T

From: Jeevacation <jeevacation@[REDACTED]>
Date: Mon, 2 Aug 2010 20:33:14 -0400
To: [REDACTED] <[REDACTED]>
Subject: Re: Re:

Great

Sent from my iPhone

On Aug 2, 2010, at 7:47 PM, [REDACTED] wrote:

Just wanted to share, I rented another 2 apartments. I am the best so far out of everyone who started with me or slightly before me :)

Sent via BlackBerry by AT&T

From: Jeffrey Epstein <jeevacation@[REDACTED]>
Date: Wed, 28 Jul 2010 07:29:38 +0200
To: <[REDACTED]>
Subject: Re:

im in europe until sept at least

On Wed, Jul 28, 2010 at 5:40 AM, <[REDACTED].com> wrote:

Hi Jeffrey,

When would you like to see each other? I can stop by anytime with a little notice this or next week.

[REDACTED]

Sent via BlackBerry by AT&T

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