

[<Back](#)[Print](#)

Volume 05-08-01

## Q'S News Focus Your Energy

### Greetings!

This month's edition is dedicated to things worthy of our focus.

*"Nothing focuses the mind better than the constant sight of a competitor who wants to wipe you off the map."*

*Wayne Calloway*

## Focus on Charity- A Successful Quest!

Sold Out  
Event!



Once again, **Questor's Annual Charity Event** was a resounding success:

*Thanks for the invitation to your tournament . It was a huge success judging by all the smiles. Danny Levesque, VP Lease Capital Corporation*

*That was the best tournament I have attended-you even outdid last year's! I met fantastic contacts in so many industries. Count me in next year." Mike Helbig, President, Office Systems Corp.*

We are grateful to have business partners that are proud to share the Event with us.

Watch for all the photos of the day with foursomes to be posted on our website.

To all participants and especially our numerous sponsors, we thank you for your generous support on behalf of the **Sick Kids Foundation**.

## Team Focus

Internal/  
External  
Objections

### Sales Meetings



Are your team meetings deteriorating into complaint forums over internal problems, challenges, staff, resources etc?

Do you hear yourself give more excuses than solutions?

We often become so focussed on our internal objections as a group that we forget external objections that will be presented by our customers.

***Next meeting, rather than getting activity reports from your colleagues, look them in the eye and say "Your price is too high." Or "Why would I want that?" and let your team respond to those objections.***

These are issues they should all have clear concise answers for, and be instantly prepared to respond when the customer asks.

Even better, invite your Questor Agent in to show the team how leasing is an important part of any buying decision.

Your sales batteries will be recharged and the team better able to keep their **focus on what matters-- your customer.**

## Focus on Vehicles

The best car deals

**Save Your Money (you'll need it at the gas pump! )**



***Our association with vehicle specialists gives us a clear edge up on the crazy current car market where MSRP's are dropping and Canadian/ US exchange issues have made vehicle prices fluctuate wildly.***

Our Vehicle Leasing Partner, **Lease- Win** is able to offer the same attractive interest rates on both new and used vehicles that new vehicle dealers often advertise, but also give you a clear sense of the car market in general and when it may be a better deal to import the car you want from the US, than buying direct in Canada.

In short, they protect your best interests, not any one dealers' interests.

Call me before your next vehicle purchase or lease, you have nothing to lose and only money to save.

## Focus on Tax Tips

**Personal Service Business Corporation**

***Watch for this issue as many of us deal as PSBC's:***

**Problem:** In a January 19, 2006 Tax Court of Canada case, a computer technician formed a corporation that received subcontracts from only one person. CRA successfully determined that the corporation was a personal services business and denied the small business deduction. The Court agreed with CRA that there was an employment relationship resulting in a personal service business status.



**Solution:** Tax Accountants Fazarri & Partners note that the corporation should have had a signed bona fide independent contractor contract, and related performance, in

accordance with the independent contractor criteria in CRA Guide RC4110.

Fazarri Partners LLP Tax Tips & Traps issue 81.

## Focus Green and Save

Yank the Tank!

### A word to the EnWise...



Arrange an energy audit by EnWise Building Science, a certified ecoENERGY Advisor, and **you can access up to \$10,000 in government grants and incentives** and they will show you how to **save on your consumption bills**.

**EnWise Power Solutions** is the company of choice for energy saving solutions that are designed specifically for your home and personal energy needs.

Start saving money sooner, and save our environment at the same time. It is a win-win with **EnWise**.

Thank you for your interest in this edition of Q's News. Our focus remains **Commitment & Expertise** in all we do.

Kind Regards,

#### Ezio Traunero

email: [traunero@questorfinancial.com](mailto:traunero@questorfinancial.com)

phone: 905 695 0955 x 24

web: <http://www.questorfinancial.com>

Join our mailing list!

 

[Forward email](#)

✉ **SafeUnsubscribe**®

This email was sent to dsilas@questorfinancial.com by [traunero@questorfinancial.com](mailto:traunero@questorfinancial.com).  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe](#)™ | [Privacy Policy](#).

Email Marketing by



Questor Financial Corp | 2180 Steeles Ave West Ste 222 | Concord | Ontario | L4K2Z5 | Canada