



**"Your Audience will Laugh, Listen and Learn"**



## **SPEAKER PACKET**

We Guarantee Your Attendees Will  
**Laugh, Listen and Learn!**



**"The Best Training You Will EVER Find in Real Estate."**



## WHY DARRYL DAVIS?

### Top 10 Reasons To Hire Darryl For Your Next Event

1. He is the author and creator of the original yearlong-training & coaching program, **The POWER Program®**, where agents double their production over their previous year.
2. He is the Best-Selling Author of, **"How To Become A Power Agent In Real Estate,"** for McGraw-Hill Publishers and is in contract writing their next real estate Best-Seller.
3. **He averaged over 6 transactions a month** as an agent and is the master of working with FSBOs.
4. His fee is **extremely** competitive for the value of his programs.
5. He will **customize his seminar** for your theme and organization by interviewing key decision makers and top agents.
6. His company will **take care of any or all of the logistics** you want to make it a smooth event for you.
7. Only **basic** audio/video needs (no outrageous demands).
8. **He is easy to work with**—tell him what you need and he will deliver.
9. He **DOES NOT** push his product and offend an audience.
10. He **guarantees to exceed your expectations** or he will reimburse your company his fee and all travel related expenses.

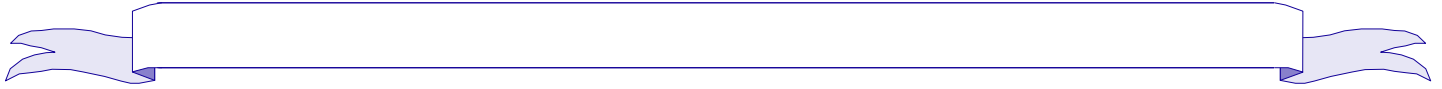
### **And one more for good measure....**

11. He is one of the **Highest Rated Speakers at the NAR Convention** for the last 9 years in a row.





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## THE DARRYL DAVIS GUARANTEE

When you hire me, I will customize my seminar for you and your attendees. This is accomplished two ways:

First, there is a questionnaire I will ask you to fill out. I will then use your answers to create a seminar your attendees will find very informative and entertaining.

Second, I will call some of your top salespeople and/or offices to do some research. Their names will be referenced in my seminar to make them feel special.

If you don't feel I exceed your expectations, simply tell me after I complete my seminar and ***I will refund all the money you paid to have me at your event.*** That means speaking fee and all travel expenses will be refunded to you, no questions asked. You now have nothing to lose and so much to gain.

*Darryl Davis*





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# FEE SCHEDULE

## Most Frequently Requested Seminars & Training Programs

- How to Double Your Income In Twelve Months or Less®
- Give Yourself a Raise: How to Get More Listings at Higher Commissions
- Power Selling: Marketing Your Listings To Sell
- Time Management: How to Handle It Once and For All
- Marketing Magic: The Art Of Self Promotion
- How To Play With Buyers and Make More Sales
- Five Principles to Creating a Powerful Office

## Most Frequently Keynotes

- S.T.R.E.S.S.™—Stop Taking Real Estate So Seriously
- Attitudes Of A Top Producer™
- Stop Putting Your Happiness On Hold!™
- How to Breakthrough to Your Next Level®

First Seminar 45 minutes to 3 Hours ..... \$3,450 U.S. Dollars  
Second Seminar on same day (Additional Fee)..... \$2,500 U.S. Dollars  
Second Day Session Added (Additional Fee) ..... \$2,500 U.S. Dollars

*The above fees do not include travel expenses and are subject to change*





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## SPEAKING FROM EXPERIENCE, SPEAKING FROM THE HEART



### ***The Focus, Integrity And Passion Of Darryl Davis***

Why does Darryl Davis' client list look like a "Who's Who?" of the real estate world? It's because Meeting Planners, Corporate Trainers and Regional Directors have found that "the audience just loves him". In every venue from local board functions to the National Association Of Realtors® Convention (*for the past 7+ years, Darryl has been one of the Highest Rated Speakers*), Darryl's contagious enthusiasm, hilarious humor, depth of expertise, flawless delivery and impeccable integrity give you a dynamic presentation of real world skills, techniques and dialogues that will increase the production and effectiveness of any committed sales professional in attendance.

Like most agents, Darryl stumbled into real estate. Before becoming an agent, he was a professional actor appearing in movies and commercials (he was a featured comedian in 2005 at Caroline's Comedy Club in NYC). To help support himself while he pursued his acting career, Darryl entered into real estate part-time at the age of 19. Eventually he became a **Top Producing Agent averaging 6 transactions a month**. Later he became a licensed broker, and as a manager, Darryl opened a new office that became the **#1 listing and selling office within the first 6 months of operation**.

His training and speaking experience covers a wide variety of successful ventures. First he spent several years with Floyd Wickman Courses where he earned his *Master Trainer* designation. Then he co-wrote with Floyd a revolutionary "Selling Skills" program for the financial industry. In 1993 he went out on his own to create **The POWER Program®**, the only real estate training course that meets once a month for 12 consecutive months. Agents who graduate from this year-long support structure, on the average, **double their production over their previous year**. Darryl has recently created a 3-Day version of **The POWER Program®** called the **Power Blast**. He is also the best-selling author of "*How To Become a Power Agent in Real Estate*" and "*How To Make \$100,000 Income Your First Year In Real Estate*," both published by **McGraw-Hill Publishers**. Darryl is also the creator and holds the Register Trademark of the nationally recognized term "Next Level". In addition, he is the creator of the nationally acclaimed 3-Day program, **S.U.R.E. Results**.

His clients are ecstatic, his students are successful and you will be delighted when Darryl shares his special blend of fun, learning and motivation in a style that everyone can appreciate. If you are looking for the perfect speaker for your special event, choose the one that your audience will thank you for and remember forever... Darryl Davis.





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## SEMINARS & TRAINING PROGRAMS

### ***How to Double Your Production in Twelve Months or Less®***

Along with being a fast-paced, lively seminar, agents will get an overview of what is necessary to double their income. It's combined with motivational and how-to techniques with a tremendous amount of audience participation. This is a highly requested seminar by Boards and other organizations

### ***How to Marketing Your Listings To Sell In Today's Market***

Listings are the name of the game! How many times have we heard that — but the big questions agents have is what do you do once you get the listing? In this seminar, agents will learn: the concepts to servicing sellers, how to stay in communication, and a process to servicing listings without exhausting one's time. Agents will list as many homes as they think they can handle. This seminar is essential if you want your agents to increase their inventory without working more hours.

### ***Time Management: How to Handle It Once and for All***

In this seminar, salespeople will see how time can actually work with them and not against them. They will recognize the value of setting priorities and managing themselves effectively in order to achieve consistent results. They'll learn to increase their income, perform high priority items, work with a charting system, be given file systems that work, and much more.





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# SEMINARS & TRAINING PROGRAMS (Continued)



## ***Marketing Magic: The Art Of Self Promotion***

There's an old adage: "People Buy People," and in real estate we are in the people business. A company spends a lot of money on promoting itself, but until an agent starts doing the same, a Broker/Owner is not maximizing its advertising dollars. In this seminar, agents will learn: how to create their own slogan, the use of photos, doing a mail campaign, and much, much more. Whether an agent has a budget of \$5 or \$5,000, they will walk away with tons of ideas on how to implement a self promotion campaign.

## ***How to Play with Buyers and Make More Sales***

Salespeople will spend a lot of their time showing a lot of buyers a lot of homes, only to end in frustration with no sale. In this seminar, agents will see that perhaps it's not the amount of buyers one often has, but rather the quality of the buyer that makes the difference. They will learn the techniques to qualify the buyer's motivation, spend less time showing homes and yet, write more transactions.

## ***Five Principles to Creating a Powerful Office***

This seminar is based on countless hours of research. We interviewed the fastest growing real estate companies through the United States to see what they do to not only recruit successful agents, but how to keep them. This seminar is a result of this research and beneficial to any, and every, office.

All seminars can range from 90 minutes to 3 hours, depending on the client's needs.





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## KEYNOTES

### ➤ **S.T.R.E.S.S.™ - Stop Taking Real Estate So Seriously!!**

When the market is down, it's so very easy for a person to be down. This seminar is full of stories and inspiring messages to help give people hope, even excitement, about the opportunities that exist for them in their future. This is a fun, energizing, and entertaining seminar. We guarantee your attendees will leave this seminar with less stress, focused, and motivated to start being in action in their lives.

### ➤ **Attitudes of a Top Producer™**

Whether your working with a buyer or seller, your attitude accounts for 50% of the sale. If an agent knows technique, but has a poor self-image or bad attitude, that technique is going to make little or no difference in their career. In this seminar, agents will learn: what are the attitudes of a top producer, how to get motivated and stay that way, and how to have less stress and more fun in their careers. An exciting and fast-paced seminar!

### ➤ **Stop Putting Your Happiness On Hold!™**

You can have all the money in the world, but if you are not happy in the “now” the future will forever elude you. Negativity and self-doubt will become the glue that holds you in the past. Most people say, *“I will be happy when.....I pay off my debt, I fix my personal life, I loose weight, I win the lottery, etc., etc., etc.”* Learn how to stop your “stinkin-thinkin” and access what you are truly meant to be.....HAPPY!

### ➤ **How to Breakthrough to Your Next Level®**

Darryl Davis created the term NEXT LEVEL and holds the federally registered trademark for this nationally recognized term. The basic concept is, “when you achieve a certain level in our life, who you are as a person changes and so does the world around you.” Whether your getting married, having a child, or reaching a milestone in your business life, you are forever changed, never the same person again. Understanding what your NEXT LEVEL is will open up a whole new world of possibilities. In this seminar Darryl helps the audience step up to their NEXT LEVEL, leaving the audience transformed forever.





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## PARTIAL CLIENT LIST

American Express Financial Services

Baird & Warner Real Estate

Century 21 Greater Virginia Region

Century 21 Chesapeake Region

Century 21 Mid-Atlantic Region

Century 21 Eastern Pennsylvania

Century 21 Pittsburgh

Century 21 Ronoake Region

Century 21 Lakelands Council

Century 21 Wisconsin

Chrysler Corporation

Coldwell Banker—Long Island

Coldwell Banker Gundaker

Coldwell Banker Pittsburgh

Coldwell Banker Tom Jenkins

Delaware Association of Realtors

ERA Delaware Region

ERA Pittsburgh

ERA Mid-Atlantic

Fonville & Morrisey

Greater Dallas Association of Realtors

Howard Hanna Real Estate Services

Howard, Perry & Walston

Keller Williams Real Estate

Latter & Blum Realtors

Long & Foster Realtors

Long Island Board of Realtors

Montgomery Assoc. of Realtors

National Association of Realtors

New Brunswick Assoc. of Realtors

New York State Assoc. of Realtors

Nothnagle Realtors

Pittsburgh Board of Realtors

Prudential Fox & Roach

Prudential Long Island Realty

Realtors of the Western Suburbs

Realty World California

Realty World Canada

Realty World Toronto

Realty World Vancouver

Shorewest Realtors

South Carolina Assoc. of Realtors

The Keyes Company

The Recruiting Network

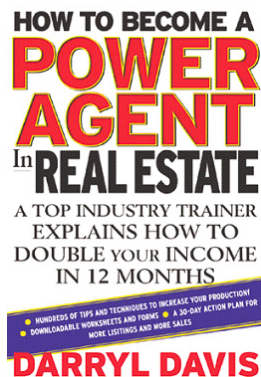
Western Suburbs Board of Realtors

Wyoming Association of Realtors





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# How To Become A POWER AGENT in Real Estate

## A Top Industry Trainer Explains How to Double Your Income in 12 Months

The Realtor's Essential Guide to Harnessing True Earning Power

How to Become a Power Agent in Real Estate gives real estate agents both the powerful sales techniques and the practical management tips they need to double their income by closing more transactions. Based on the outstanding success of Darryl Davis's seminar, "The POWER Program," this motivational guide utilizes POWER Principles to help the new agent as well as the experienced top producer dramatically increase listings and sales.

The book is full of Davis's surefire methods for managing the sales process, including time management for agents, prospecting for listings, handling the seller's and buyer's concerns, maintaining a winning attitude, and generating more sales in less time. He also reveals how clever use of the Web can provide a competitive edge and how the top producers work smarter—not harder. Offering field-proven tools and techniques, Davis shows agents how to progress at their own pace to their own personal Next Level and accelerate their entry into Top Agent status.

Hundreds of tips and techniques to increase your production

A 30-day action plan for more listings and more sales

Darryl Davis serves as a speaker, trainer, and business coach for many of the largest real estate brokerages in the United States and Canada.

AVAILABLE NOW ~ To order your copy, visit your local bookstore!

*The McGraw-Hill Companies*





**"The Best Training You Will EVER Find in Real Estate!"**



*"I LAUGHED AS I LEARNED"*

*"ENTHUSIASTIC"*

*"FUNNY"*

*"ENTERTAINING"*

*"DYNAMIC"*

*"EXCITING"*

If You Want Your Agents  
to Listen, Laugh & Learn  
at Your Next Event,  
**Darryl Davis** is a Must!

## **DARRYL DAVIS**

**One of the Highest Rated Speakers at NAR  
National Convention for the past 9 years!**