

August 2019

The Darryl Davis

# POWER AGENT MAGAZINE™



Featuring *Joseph Piccininni, Jr.*  
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# A Letter From Darryl Davis...

Dear **Power Agent**® Members,

Welcome to this month's **Power Agent**® Magazine. We're thrilled to bring you some of the best agent-to-agent strategies in the industry from some of the most top performing real estate professionals in the country! My team and I are humbled and appreciative at the *incredible generosity of agents* who are so willing to **share the tools, mindsets, and solutions that have helped them rise to the top and stay there.**

To listen to the recording of this interview, please visit the [Podcast tab](#) in your Power Program Classroom.

We thank you for being a **Power Agent**® Member! As you know, for less than a dollar a day – you receive:

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If you have questions for me or our team, please visit [www.AskDarrylDavis.com](http://www.AskDarrylDavis.com) or use the email address below to reach us. If you have any ideas or suggestions or would like to contribute an article or news piece, please do not hesitate to contact my office. We always welcome the thoughts of our members.

If your organization would like to bring me in to share listing inventory-building, results-producing skills that can prepare agents for ANY market, please have them contact my Director of Opportunities, Julie Escobar at Julie at [julie@darryldavisseminars.com](mailto:julie@darryldavisseminars.com) or [visit my website here](#) to learn more.

Need assistance? Call us at 800-395-3905 or email us at [info@DarrylDavisSeminars.com](mailto:info@DarrylDavisSeminars.com).

Until next time, I wish you all the best and nothing but success and of course, I'm here to **help you design a life and career worth SMILING about!**

Powerfully Yours,



# Meet *Joseph Piccininni, Jr.*



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## **Human Being, Transit System**

After graduating from Stony Brook University in 2014 with nothing more than a bachelor's degree, a fistful of sales experience, and a whole lot of grit and gumption, Joe decided it was time to return to his familiar stomping grounds of The Hamptons armed with his Real Estate License and a desire to help house his community. With an unlimited amount of charm, poise, and grace under pressure, he aligned himself with the globally recognized Coldwell Banker brand, giving him an opportunity to join one of the most competitive and high-energy sales environments in the world. Since then, Joe has earned a variety of merits, like being named one of Coldwell Banker's 30 Under 30 in 2017, and Top 20 Under 40 Rising Stars in Real Estate by the Long Island Board of Realtors in 2016.



~ an interview with ~  
**JOSEPH PICCININNI, JR.**

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**www.PickJoe.com • 631-943-3816**

Darryl: Well, hey Power Agents. This is Darryl Davis. Welcome to another Power Agent Interview. I've got a really, really special agent. I'm so excited that he was able to squeeze us in with his busy schedule. It's Joseph Piccininni. Joe, say hello.

Joe: Hello, everybody. Darryl, thank you so much. I'm really excited to be here.

Darryl: Yes, I'm excited to have you on this call too. Joe is very active in the Long Island Board of Realtors, New York. It's one of the largest boards in the country. Not the largest, but one of the largest. Joe is very active. What was your title this year? I'm sorry, Joe.

Joe: Yes. I was chair of the Education Conference. So, I was on the Education Committee. I actually chaired the conference along with our LIBOR president.

Darryl: Before we get into this because I have so much to get into with you. I'm so excited that you're on the call. I don't want to forget. Tell everybody your company and your contact information. If they want to get a hold of you, ask you questions or more importantly send referrals your way. Go ahead.

Joe: Sure, awesome. My name's Joe Piccininni. I'm with Caldwell Bankers here in the Hamptons. So, pretty much all of the Hamptons from, we'll say, west Hampton all the way to Montauk. My cell phone is really the best way to reach me. 631-943-3816. You can find me on Instagram at Jo3pic. And then my website, pickjoe.com.

Darryl: I love that pickjoe.com. By the way, have you tried getting that Instagram, too, pickjoe? Have you tried that?

Joe: No, I actually haven't.

Darryl: I'll give you a tip right now, Joe, if you don't mind even though I want to pick your brains. One of the things that I did early on in my speaking career is I got the social media handle Darrylspeaks for everything. That's my handle for Instagram, LinkedIn, YouTube, my website, my e-mail. Everything is Darrylspeaks.

Joe: Do you think I could brand myself as pickjoe?

## interview with Joe Piccininni (continued) ...

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Darryl: I think so.

Joe: It's like a play on my last name, Piccininni. A lot of people call me Joe Pic for short because they can't pronounce my last name and I can't either sometimes. Pickjoe, it just kind of worked.

Darryl: Listen, you've already got it on LinkedIn. I think it's good. I love the play on words. I would start seeing if you can pick up the other social media handles with pickjoe and then you've got one social media brand, and that's it.

Joe: I'm going for it.

Darryl: All right. Good. Here we go. So, Joe, I want people to know why I'm so excited to interview you. You've been in real estate for five years. Could you tell everybody about your production level? Maybe each year up until the five years, roughly?

Joe: Sure. My first year in real estate I think I made less than 8,000. I have some checks somewhere. I mean, I'd have to look into it. But I really don't know. But I know it was under 8,000.

Darryl: Okay.

Joe: My second year in real estate, I think I doubled that. I think I was over 30 my second year in real estate. The third year was about 60 and then my last year, last year was my biggest year. I did about 11 million. This year I'm on track to beat that. I'm really hoping to do somewhere about 13 to 14, but that's a really shy goal. I really want to hit over 15.

Darryl: Okay. So, now what I love about that is you've also been named on the list of 30 under 30 or something.

Joe: Yes. That was in 2017. I was selected as one of Caldwell Bankers 30 under 30. That propelled me in a whole new direction. I got to meet almost everybody in the Caldwell Banker network. Executives and then, of course, the 30 under 30 crew, which we still keep in contact with. We have a group chat, actually. We bounce ideas off of each other and share videos, and what not. That's been really fun and this year I'm actually applying for it again so I have my fingers crossed.

Darryl: Awesome. Very cool. You're young. You're successful. You did it in a short period of time. That's why I want to spend some time and just so people know that these interviews, our conversation, we didn't have pre-planned stuff. I may hit you with things that you've got to really take a look at and think about. So, I didn't know your whole history. Year one, year two, year three. So, I just knew you were in the business for less than five years and you're doing great production. What's interesting and what's really good, I want people to



hear, is that your first few years – first year, second year – you were struggling. But you kept doubling. It sounded like year three to year four is where the real breakthrough occurred. Am I right?

Joe: Yes, absolutely.

Darryl: What did you do in year three to four that had that explosion happen and/or was it what you did in years one, two, and three that happened in year four?

Joe: That's it. Yes. That's it. It's all about planting the seeds. Year one and two, I door knocked. I mean, every day I was door knocking. I remember the first door I knocked on it was awful. I had no idea what I was doing, but I went to the next door and it got easier. I was having fun with it. I would call expires, I would FSBOs. I'd couple it with door knocking, mailers, and I just wouldn't stop. Every day I prospected, and that is what really started my business. I mean, these were all seeds that I planted and the trees are getting bigger now. I mean, it's like what you say. There's future business and there's now business. I wish that every day I had that same no-fear mentality. I'm not completely fearless, but year three is where I saw all of those seeds grow and really see a return from it. That just happened to fall on a time where I won this 30 under 30 so that gave me some confidence. Yes.

Darryl: I'm going to tell you something because I know you're not a trainer, right? I know how excited you were when we were talking about doing this. I just want you to know what you just said was profound and powerful. I know that every Power Agent that just heard what you just said in that one sentence – It just made a huge difference.

Joe: Thank you, Darryl.

Darryl: Because let me tell you something. You really crystalized it. I mean, because people are listening to this and there are agents that are struggling. They're doing 10, 20 grand a year, maybe, and, "Oh my gosh, it's been like this. When am I ever going to break through?" Well, it's about really planting the seeds. Everybody who is listening to your interview they should be asking themselves the question, "What would my business look like in three or four years if I did what Joe did?" Which is pay the price in the first couple of years and just bang on the doors, planting the seeds, and doing all that. So, that's awesome, awesome, awesome.

Let me ask you because I'm trying to think what an agent would ask you. So, I think an agent would ask you, "When you were door knocking, what did your door knock with? What was that dialogue? Did you hand something to people? Drop something off? What did that look like?"

Joe: No, I didn't. I went in without a plan and I think I organically found the plan the more I practiced. I think if you say you need to bring something, of course, you need to bring some kind of value. Sometimes I'd door knock and just say, "Hey, listen. This house just went on the market," whether I listed it or not, "Your neighbor's house." I remember one time I went with a spiel like, "Listen, I'm a brand-new agent. I just want to introduce myself to the neighborhood." I feel like if you plan so much before you go and knock on that door,

## interview with Joe Piccininni (continued) ...

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you're going to get into your head too much.

Darryl: That's good.

Joe: Yes. So, I just did it and I just saw where it took me. People would invite me into their homes and they'd share their stories with me. These were people that I added to my Rolodex and I would follow-up with them and just check in and see how they were doing. "Hey, do you know this house just sold?" I watered those seeds, whether or not I had any indication that they wanted to sell. That's kind of how I did it.

Darryl: That's great too. So, don't overthink it just start. I mean, I think that's great. You're knocking on doors saying, "Hey, listen. I'm new. I don't know what the hell I'm doing but hey I just want to say hi."

Joe: Yes, I think people respect that you're a human and we're all humans. I think if you share that vulnerability, I think humans connect with that because they're humans too. I can go on a little bit more. I think our business is glamorized a lot by what we see on TV. People want to get into this business because they think they're going to make a lot of money. Yes, you can make a lot of money in this business. But if that's the first thing on your mind, then you're in it for all of the wrong reasons. The money always follows.

Darryl: That's good. That's good. Well, I will tell you now. I'm going to highlight something about you and I hope people get to see you in person at some point. You just said about being honest and that just being real with people. What I notice about you is that you have a passion and an authenticity. When I saw you at the LIBOR Conference, you were committed. You weren't trying to put on airs. You weren't acting full of BS. So, there was this authenticity I got about you. That's why I asked you to do this interview because I saw this guy who was passionate about real estate period.

Joe: Thanks, Darryl. You're giving me goosebumps.

Darryl: Yes, well it's true. That's probably part of the success of what you're having because of your passion for the business, the real estate, and want to help people. Whatever is driving you. It wasn't the money. In the beginning, I can see you knocking on doors saying, "Hey, I'm Joe. I'm just Joe and here's my card. I want to be your friend."

Joe: Right.

Darryl: That's awesome. I think agents are so insecure about themselves and they're not putting themselves at risk, and putting themselves out there. This is great stuff so far. By the way, this door knocking. Was it in the Hamptons that you did it?

Joe: Yes.



Darryl: Okay. So, I want people to really get this in case people don't know what the Hamptons is like. What would you say the average priced home was that you're going up to these doors and knocking on?

Joe: I would say, in the neighborhood that I was targeting it was – There's so much diversity here, but when people think of the Hamptons, they think we have 30, 40, 50-million-dollar ocean fronts. I think the neighborhood that I started with were a bit more year-round. So, Hampton Bays, East Quag, West Hampton, I think the average price, I'd say, was about 7 to 800,000.

Darryl: Okay, good. All right. So, now, let me ask you something about these videos. I clicked on you and – By the way, I really want to highlight something. I really want to go back to something I said. Gang, I wanted to interview Joe from when I saw him at this conference and I did not know what his production level was. So, Joe when I asked you to interview you, I did not know what your production was.

Joe: Right.

Darryl: I asked you because of your passion and who you are. So, obviously, to see what your production was it was like, "Wow, we got us a good interview person here." I'm just highlighting for people. When you put out a good vibe in the world, you love your business, and you're passionate, and you're engaging, and you're open you'll attract people into your life as Joe attracted me into his life.

Joe: Absolutely. I mean, I still have goosebumps. The law of attraction and I have some amazing stories about that. I think that keeps my passion tank full. It's so important to give. I mean, one of my favorite books I ever read was *The Go Giving*. I don't know if anyone's read it, but please try to get yourself a copy. It's called *The Go Giving*. I mean, that really, really changed my life. The more you give, you get back. When you don't expect anything in return, you will be so surprised by what comes back to you.

Darryl: Wow. Well, I think I might've heard of the book, but I'm not 100 percent sure. I just wrote it down. I'm going to make sure I get it myself. So, thanks for that, Joe. These videos that I've seen you do – You've got this one video on your website. What the h\*\*\* was that?

Joe: I think I just put that one up. Is that the one where it starts off with four quadrants of me coming out of the dry cleaners?

Darryl: Maybe it's not that one. There was one you're being interviewed or something.

Joe: Okay.

Darryl: Where have I seen that one? I can't click play because I'm going to play it through my speakers. Is there one that you're sitting in a living room talking about real estate and what you love about it? Or why you should get into real estate? Does that sound familiar?

## interview with Joe Piccininni (continued) ...

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Joe: Yes, sure. So, that was an interview I did with Jeremias “JMan” Maneiro who’s a real estate in Rochester. I met him through my Nine Star involvement and he does this weekly show called MilleniWHO. He highlights and invites on his show one agent who is more or less a millennial who’s in this business. That was a really awesome interview.

Darryl: Well, I saw that interview. I thought it was on your website, but now I see an old guy waving.

Joe: Yes. That one I just put. That’s my new video for Caldwell Banker 30 under 30. I’m really proud of this. It kind of highlights the why. How do I start it? So, I guess about, I don’t know, a year ago I started really feeling the pressures. There were different agencies coming after me, making me offers. Caldwell Bankers, one of the biggest brands in the world. I’m just so passionate about the brand, but I fell under the pressure and I went to a different agency. I thought that would be a growth move for me. When I got there, I felt like a part of myself had just been taken away. It was a really personal journey, but it led me back home. I’ve come back with such a gratitude for the people that you surround with. The people that allow to be yourself. And really encourage you to not be somebody else. I mean, it’s as simple as that.

Darryl: Yes.

Joe: That video highlights that whole journey and it’s also a really fun piece on the business.

Darryl: All right. Cool. I’ll have to watch it. When I started poking around your site after I knew we were doing this interview, again you come through in this. I like the website quite a bit. Now, what do you find are some of the things that are helping you run your business like a business? So, getting behind the curtains a little bit. Whether it’s a CRM. Whether it’s a mailing campaign. What are some of the systems that you’re using, Joe?

Joe: The most crucial thing and I know that I could really improve on this. I think I’m going to have to as my business increases. My biggest thing is Google Calendar. I mean, if you don’t the system, you don’t have anything. At least just have the system. Google Calendar’s crucial for my business. I know there’s a lot of agents that have CRMs and should have one but I don’t right now.

Darryl: Okay. Right now, you’re not using a CRM. You’re just using (inaudible 0:19:29). Wow, that’s amazing. By the way, I forgot to mention we were talking about your video and the website. I didn’t tell everybody that Joe’s website is pickjoe.com. Getting a CRM should be at the top of your list of things to do, right?

Joe: Yes.

Darryl: Okay. When you go on a listing, how are you doing your listing appointment and how are you getting your listing appointments? Let’s do that.

Joe: Right. So, a lot of them are coming from referrals right now and coming from past prospects. But as you said, there's now business and there's future business. The website is great and the videos that I make are great, but I'm not going to put that out and get a call from it. I mean, maybe I will but you can't expect that to happen. My broker taught me this on the very first day. This business is like a cafeteria. You have to get up and get your food. There's plenty of food.

Darryl: I love that analogy. That's great.

Joe: Yes. That really stuck with me. So, right now expirers and FSBOs are my new business. I was really scared to pick up the phone at one point. If you go in with the mentality of wanting to help and not going in to get the listing on the first appointment. Maybe you will, but you're going to get frustrated if that's your mentality. If you call as many people as you can, and they invite you into their home. If you do that every day, you're slowly making more and more connections. People have friends. They're going to tell their neighbors. They're going to tell their friends about you. If you're always there to help them, I think it's a really organic, no-pressure way of doing this.

Darryl: I love that. I love that because that's one of the stresses that agents put under themselves. They have to get listings so I'm going to prospect. So, they sit in front of the phone and they have to get a listing appointment. It's that I have to get a listing appointment, that stress, that pressure, that just drives you crazy, right?

Joe: Right. Right.

Darryl: So, if you just build that relationship and focus on a relationship and don't worry about getting a listing. You may get it the first time, you may not. But the more you do, the more appointment, the more conversations, eventually you're going to have more of a business.

Joe: Right.

Darryl: Yes, that's awesome. That's awesome.

Joe: When a listing expires, there's one thing that's a truth. They want to sell their house. So, I mean, it's easy but it cannot be easy. But I think it all comes from perspective.

Darryl: What are you doing right now, Joe, that you're pretty excited about in your business that you feel like it's helping grow it?

Joe: Right now, I think more video content. Providing value. Whether it's a Facebook Live or an Instagram Live. Just reminding people that you're in the business. A, it reminds people that you're in the business. B, it actually does provide some value. That's one thing I'm really focusing on. Video content.

Darryl: Now, where do you plan on posting that? Are you doing it on an Instagram, on a

## interview with Joe Piccininni (continued) ...

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Facebook?

Joe: Yes. Well, right now, I think Instagram is the easiest way for me. It's the quickest way. But I do post them on YouTube and then sometimes Facebook afterward. Yes.

Darryl: Okay, that's good. The buyers that you have, how much of your time is actually taking out the buyers versus prospecting getting listings?

Joe: Well, right now, I mean, it's kind of hard to put a gauge on it. Right now, I've got two in contracts of buyers and then one listing that's in the contract. This past couple of weeks I've been spending a lot of time with buyers, but it has paid off. One is an organic lead. It's friends of friends who I've known for quite a while. The other one is a buyer that I nurtured from a listing that I had about a year and a half ago.

Darryl: Wow.

Joe: She's doing a 1031 exchange. She's identifying more than one property. So, you just never know. I mean, it really goes back to nurturing and watering those seeds.

Darryl: Yes. So, real estate is such a relationship type of business. So, the more relationships that you have and the more connections you have with people, then you'll just have business fall out of the sky, basically. All of a sudden, a friend of a friend tells somebody they're thinking, "You got to call Joe." So, the more people you're connecting with, I guess that's a great plan, yeah?

Joe: Right. Right.

Darryl: All right. Super. So, let's see. What else I want to ask you as far as the buyer after the call. You really just have, I guess, the three seasons. I mean, when it hits winter the Hamptons kind of shuts down, right?

Joe: It shuts down and this is one thing that I'm practicing. It's a challenge for me. It's a challenge to be here when, I'd say, 60 percent of the business kind of turns off. I know I have control over it, but it's like you're on this treadmill from Memorial Day through Labor Day. Or really from April through December-ish. And then things happen in life and you focus a little bit more attention on other things. Whatever it is. This year, for instance, I fell off that treadmill and then I moved companies. I threw myself off of that treadmill. You got to get back on it, you know?

Darryl: Now, when you left your current company to this other company, and then you came back, what was the timeframe. I guess I have two questions. One is, how long were you at the other company? And then the second question is when you came back, how did you deal with the announcement, the transition?

Joe: So, I'll share this with you. I was at that company for about three and a half months. For months leading up to this, I asked almost every person that I knew that I trusted. I needed an answer, right?

Darryl: Yes.

Joe: I asked so many people. What I learned is that I was not getting the answer I wanted. It was not in my heart to leave, but I thought – When you ask so many people for their opinions, it creates so much noise. I have to say I fell under the pressure. So, when I decided that this is not me or this is not part of my DNA, I didn't tell anybody. I didn't ask anybody. I just went back. And that was my heart telling me. That was my heart.

Darryl: Well, that's very profound. So, instead of listening to your heart, initially, you listened to other people's opinions. So, you did that which didn't work for you. When you went back, you listened to your heart and didn't tell anybody so you didn't have to get distracted by that noise.

Joe: Exactly.

Darryl: Yes. That's powerful. All right. When you take the training course or you brainstorm with people working on your business getting coaching. That's different than when you're really struggling with a life decision. You have to be careful when you ask for help and for what things. Sometimes you just have to go with your heart. Yes, that's awesome.

Joe: It's a really powerful lesson.

Darryl: When you came back, how did you deal with that as far as your business was concerned? Because that's a real interruption. You didn't just go on vacation for three months.

Joe: You can't time it. There's no right time to leave. There really isn't a right time to leave. I mean, I see agents bouncing around all of the time. I kind of see that as a red flag, maybe? I don't know. One thing that I've learned is that it really is, I'd say, 85 percent you. That's the business. It really doesn't matter where you are. What was the question, Darryl?

Darryl: It's all right. You know what? No, that's all right. You answered a question I didn't ask, but it was good. Which is one of the questions that agents always say or they'll ask me, "Is it good to work for a big company, a small company, a franchise company, a split?" We get that question all of the time. What you just said is, "Honestly, it doesn't matter where you are as long as you're happy because you're going to be the one generating the business or not generating the business."

Joe: Right.

Darryl: You can't depend on the company making your career. Now, what I do think is important, which I think I'm getting from you, is you need to work at a company where you feel like it's home. Where you enjoy working there because if you love the company you're

## interview with Joe Piccininni (continued) ....

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working with, that'll add to your passion to go out there –

Joe: Yes!

Darryl: - and do your business, right?

Joe: You need to feel at home because after all, we're selling homes. If we're not 100 percent comfortable or ignited, we are not going to be 100 percent confident. When you're not in that right environment, you may not be – When you're in front of a client it shows, I think.

Darryl: Yes, if you're not sold on the company, you're with, how the h\*\*\* are you going to sell it somebody else?

Joe: Right. Right. To answer your question, because I forgot the question. I went off on a tangent, I think. My mind races from one thing to the next. But when I got back, I had two listings which I was able to bring with me. From there, I had this new passion. I had this passion back. I'm really happy that I went on this journey. So, I hit the phones. I went back on the phones and now I just signed another one up yesterday. I have about 11 listings right now.

Darryl: All right. That's awesome. How long have you been back, by the way?

Joe: I've been back, let's see. I left in February. I was back in May.

Darryl: Okay. I didn't know that. So, May of this year?

Joe: Of this year.

Darryl: Okay, May. So, May. This is amazing. I hope people are hearing this because –

Joe: It was almost two months.

Darryl: Yes. Not even for two months. If it's May, this is now June right now.

Joe: Yes.

Darryl: That's a month. Unless it was the beginning of May so it was a month and a half.

Joe: It was the beginning of May. It's almost two months.

Darryl: Yes, it's a month and a half, Joe. It's a month and a half. So, what I want people to hear – Wait a second. This is blowing my mind. So, you came back six weeks ago with two listings and now you're already at 11.



Joe: Yes.

Darryl: Yes. That blows my mind because you've got nine listings in six weeks after blowing up your business by switching companies and sitting there for three months. Now, coming back to your old company again. This is awesome.

Joe: Yes. And one of them is in the contract. Yes.

Darryl: Now, I think the secret sauce here that people have to hear is you've just got a prospect but you got to shake a tree. So, when you came back six weeks ago, tell me again. You have these nine listings. What did you do when you came back?

Joe: So, one of them was expired. The other one was a listing that I had a year ago. Actually, a little bit more than a year ago that expired and I still nurtured it. They were going to other agencies and whatever. He ended up not listing. But I called him out of the blue and he's like, "Yes, I took some money out of the house and now I really got to sell it." So, I met with him. I invited him in. We signed it up the next day. I had another one that came in. These are other ones that I was nurturing. I have this log cabin that came in as a referral. That's another one. And then there was another one that was a referral. That's a nice waterfront. And then there was one more, a new construction. That came from a relationship I had with a builder.

Darryl: So, some of these it sounds like it could've been timing. They just happened to call you or did you reach out to all of these people?

Joe: Well, let's see.

Darryl: I heard that you didn't reach out. You started hitting the phones and reaching out to people.

Joe: Yes. So, I'd say three of them came in from output. I mean, that was me hitting the phones. One was a completely new connection who I didn't know. But I also reached out to my network and people that I thought were on the back burner. But I guess I had this new passion in me and I reconnected with those people, and I got some business from it.

Darryl: I'll tell you something. This is a great call because what I got from you, Joe is that it's that law of attraction. It's who you are being that produces the results we have in our lives. If we wake up and our beingness is life's hard, life's unfair, I'm not good enough, then that's what you're going to get. But if who are you being is passionate, love real estate, connecting with people, I'm back home again, and I want to get the word out. Let me see, who can I help today? Who can I help? That's what I get about Joe. He changes companies, he's back home, passionate. Who can I help today? Start making calls, shaking trees, and then the heavens open for you. That's what I got.

Joe: Right. So, one that I signed up yesterday. I sold her father's house probably about four years ago and that is a story that is very much law of attraction. When I started in this business, I would do anything I could to make some extra money. So, my buddy has

## interview with Joe Piccininni (continued) ...

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a rug company and all these really nice old rugs. It was just about the time he was starting his business. So, he's like, "Joe, would you help me deliver this rug?" I said, "Sure." So, he paid me like 50 bucks or whatever and I helped him deliver this rug. We were talking to the homeowners and they were like, "You know? As a matter of fact, I believe there was a death in the family across the street. You're in real estate. Maybe you should talk to them." And the next day I knocked on that door. I didn't get the listing. They gave it to another company. But as soon as it expired, I went right after it. I got the listing. I sold it and just four days ago she texted me. She says, "Can you come over? We want to sell our house."

Darryl: Wow.

Joe: When I got there, I already had trust. It was a breeze. It was a breeze presentation. That listing that I sold, I guess, three years ago was about 600,000. The listing I just took yesterday was 2.2.

Darryl: Wow. Wow.

Joe: One of the things I used was – I mean, I didn't really think about using any kind of tips. It just kind of flew and I breezed through it. Once you have that trust, it makes things so much easier. But one of the things that I used. We were all at the table. I hand the contract over to the wife and then I ask the husband, I said, "Well, where do you want the sign?" It was perfect. But it worked.

Darryl: That's great.

Joe: That's one of yours, by the way.

Darryl: I know it is. That's why I'm laughing (chuckles). That's awesome, Joe. That made me smile. All right, good. Well, listen. This was such an awesome call. It was a real honor for me to spend time with you. I want you to stay on the call. We're going to say goodbye to everybody, but you and I are going to talk a little bit more. If people want to get a hold of you, Joe, give them your contact information again in case they came in late on this call. Okay?

Joe: Sure. Yes. So, Joe Piccininni is my name. I'm out in the Hamptons. East end of Long Island. My cell phone, 631-943-3816. The easiest way to get me is either a text or a phone call. Or just visit my website at [www.pickjoe.com](http://www.pickjoe.com) or Instagram at Jo3pic.

Darryl: Awesome. All right. Well, Joe, thank you. Stay right there. Power Agents, there you go. A great message here from Joe and just focus on making a difference. Be passionate about your business. Love your business. Listen, the more you love your business, the more your business will love you. All right. I'll look forward to talking to you guys and until we speak again, don't forget to keep smiling. All right, Joe. Let me stop.

Thank you, Joe! 😊

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