



Featuring

FRANK DUNN



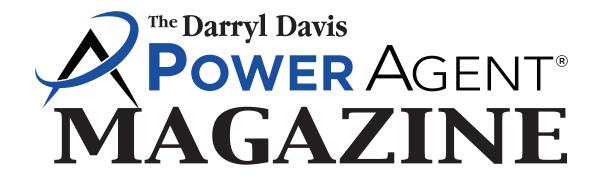


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A Letter From Darryl Davis...

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 <u>www.AskDarrylDavis.com</u> 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 Franket, please have them contact my Director of Opportunities, Julie Escobar at Julie at 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.

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!

and Davi

Powerfully Yours,



Meet FRANK DUNN





Who is Frank Dunn?

Top agent, Army Officer Veteran, Family Man

Frank Dunn, NAR at Keller Williams Legacy (210) 215-1551, Fax (210) 493-4669
Frankdunnrealtor@gmail.com

- Began Real Estate Career in 1989.
- Keller Williams Legacy 2018 NUMBER 1 Individual Listing Agent. Only 2 of those listings expired without selling.
- Before joining Keller Williams Real Estate Company, he was the # 1 Agent in the #11 Century 21 Company in the world.
- Because of his success in selling homes, he has been invited by national Real Estate Trainer, Daryl Davis, to speak at large Realtor meetings in other states.
- Has received numerous awards for "Sales Closed".
- Serves clients personally, not through assistants.
- Born and Raised in Texas.
- Served as an Army Artillery Unit Commander.
- Has been married to his sweetheart for over 40 years.
- Served as a missionary for 20 years.
- Active member of a local church.
- 4 children, 10 grandchildren.

My success as a Realtor does not come by meeting my goals, but rather as a result of helping buyers and sellers reach their goals.



~ an interview with ~ FRANK DUNN

Darryl Davis: Well, hey, power agents. This is Daryl Davis and I have got a real, real special student. I don't want to say student, because he doesn't look like a student, as you can all tell, those of you who are watching this. His name's Frank Dunn. Frank, say hi to everybody.

Frank Dunn: Hi, everybody.

Darryl Davis: So, gang. I got to tell you. Frank, I'm very excited and honored that I'm interviewing him because Frank goes back to my, when I first started doing seminars and training programs. So, this goes back, when was that Frank, what year was that?

Frank Dunn: That was in 1989.

Darryl Davis: 1989.

Frank Dunn: A long time ago.

Darryl Davis: A long time ago. I dyed my hair, Frank. I have to, because it's all gray under here, but that's a long time. And so, Frank and I go way back and Frank had some challenges. Well, let's actually, Frank, let's tell people first your contact information, then I'll get into the story a little bit. Okay?

Frank Dunn: All right. Want my email address?

Darryl Davis: Yeah, sure, man.

Frank Dunn: Okay. Frankdunnrealtor@gmail.com.

Darryl Davis: Man, that's simple. Frankdunnrealtor@gmail.com, and Dunn is spelled D-U-N-N, of course,

with two Ns. And Frank is in San Antonio, Texas. Is that right, Frank?

Frank Dunn: That's correct.

Darryl Davis: Now, frank and I go way, Frank, I don't want to get personal, but do you mind sharing your age, because I think that inspires people?

Frank Dunn: I am now 75.

Darryl Davis: Okay, so he's a young 75. Now, Frank, why don't we just spend a couple of minutes talking

about your early beginnings, how we met the challenge that you had. Because one of the reasons why I want to interview you is not just because you're one of my first students and we haven't talked in years and this is really a treat for me, but also because the challenges that you've gone through and how you got through it and the blessings you're having today. Because some agents right now watching this are going through their own personal challenges. And sometimes when you're in a challenge, you don't, you can't see getting out of it and you can almost fall into despair. So, let's go to your story. So, you first you started real estate, and so take it away.

Frank Dunn: Yeah. I started in 1989. I did a lot of cold calling and I got 19 listing appointments without getting the listing. And then I went to one of Darrell's training programs and immediately started getting listings, and I was averaging eight listings a month.

Darryl Davis: Wow.

Frank Dunn: For the next few years. Is that what you want to know?

Darryl Davis: Yeah, so far that's great. So, some real great success there early on in your career, and you stand out, Frank, because you were doing, as far as one of my students, because you did so well average eight listings a month, but then you had a challenge. Why don't you tell everybody about what happened with the accident?

Frank Dunn: I was coming back from a listing appointment. I just gotten the listing, so I was happy about that. I was sitting at a red light and some trash trucks were coming down the highway. And the light changed and one of the trash trucks didn't get the, couldn't break in time. So, he came off the road, hit me in the driver's side door. I woke up in the hospital about two weeks later and I didn't know anything about the last two weeks. I wasn't in a coma, just that I was, had a cracked skull and couldn't concentrate on anything, couldn't, I was just talking out of my mind, things like that. So, it took me 12 years to finally get back to the point where I could go back to work.

Darryl Davis: I do want to say that, when we first met and when this happened, you were in a Virginia Beach.

Frank Dunn: Right. Well, Newport News.

Darryl Davis: Newport News, sorry. Okay. Newport News. And, but you went to, so now you moved to San Antonio when this happened, or shortly after, because your wife has family there and she needed help to take care of you because you were pretty messed up. And you I want to, say that again, Frank.

Frank Dunn: I couldn't even write a check.

Darryl Davis: Wow. You've been married how long?

Frank Dunn: 46 years.

Darryl Davis: 46 years. Just first of all, just as a side from real estate, I mean you're very blessed to have a wife or somebody behind you as long as you have had, and to help you through that time in your life, love's a powerful thing. And that's wonderful thing, when you find somebody that is so committed to you. Sometimes we don't realize how lucky we are to have [crosstalk 00:05:49].

Frank Dunn: Therapist told me during that time that 90% of the people who have a severe concussion like I had, end up in divorce in two years.

Darryl Davis: Really?

Frank Dunn: Right. And it's because the spouse cannot take it.

Darryl Davis: Wow.

Frank Dunn: Not because the injured one, but the spouse just cannot take it and divorce the other one.

Darryl Davis: Wow.

Frank Dunn: My wife stood with me. And she was doing it all.

Darryl Davis: Wow. That's a blessing, man. Well, I'm sure that after you heard that statistic you had to buy her a nice Christmas present that year.

Frank Dunn: Well, we were already so committed, devoted to one another that I didn't have any doubt.

Darryl Davis: Man, you're so, that's so inspiring. Okay. All right, so let's get back to business here. So, now here you are, you're at, now as from, I asked you this before we started the recording, but so just to let people know, 12 years of you rehabilitation and everything else and the support of your wife, you are now at 100% back to how you used to be before the accident.

Frank Dunn: Yep.

Darryl Davis: So, that's a good thing. Now you're, but you're still, you're a mature man and you're still out there rocking and rolling. I got my summary to my notes here. You told me, in 2018 you got 26 listings. In 2019, 26 listings. You were the top listing agent in your company, your company has 200 agents.

Frank Dunn: Yeah.

Darryl Davis: That's pretty damn impressive. Now you say, let's talk about how you work your business. So, I got notes here, but I want you just to talk off the cuff.

Frank Dunn: Okay.

Darryl Davis: What are you doing, Frank, that, how are you working with your business with first of all buyers? Are you working buyers at all?

Frank Dunn: I never work with buyers. I refer those out to another agent in our company.

Darryl Davis: So, when you get a listing, and if your listing generates buyer leads, you don't work them?

Frank Dunn: Nope.

Darryl Davis: Why is that?

Frank Dunn: Buyer's were just taking up so much of my time. But the main reason is, when I went to your training program, way back in 1989, you just kept grilling it into us that listings is the name of the game.

Darryl Davis: That's right.

Frank Dunn: So, that's ever since I've been to that program that's where my heart's been is get listings.

Darryl Davis: That's awesome. I'm glad. I'm really glad about that. Now, so you get the listing and you just give it to another, I mean, you get the buyer leads, you just give it to another agent. That frees up your time to keep listing.

Frank Dunn: Right.

Darryl Davis: Now, I'm curious, do you have a, do you get a referral fee on these buyers?

Frank Dunn: Yeah. I get the 20% referral fee. If that agent takes him out and finds them a home, I get 20% of the commission.

Darryl Davis: Now, do you have open houses done on your listings that you get?

Frank Dunn: Usually not. This agent that does my buyer leads, she realizes that buyer leads, open houses that she's done didn't really pay off.

Darryl Davis: Okay. Okay. So, it turns out in your market, the buyer leads just don't produce, I mean, open houses don't produce really buyers. So, any buyers leads you get might be from the MLS or whatever. So, okay.

Frank Dunn: Or looking at the signs and calling me.

Darryl Davis: Okay, cool. Let's talk about how you're getting your listings. So, because you shared some really awesome things when it comes to expireds. Where would just say are all the different places that these leads come from?

Frank Dunn: Well, prospecting.

Darryl Davis: Okay.

Frank Dunn: I probably prospect about two hours a day, and I really hit expireds heavy. That's who I go after every day.

Darryl Davis: So, now that's, so that's awesome. So, two hours a day, there's a focus on the expired portion of it.

Frank Dunn: Right.

Darryl Davis: Are you calling FSBO's at all, Frank?

Frank Dunn: No. I did that in the past, but at 75, I just want to make some money. I don't want to run a business, I just want to make some money, and I've found a way with the expireds to do that.

Darryl Davis: Okay. So, there is an important message. So, I just want to highlight that, Frank, what you said, is that there's so many different places to generate listing leads. Expireds, obviously, and there's FSBOs, there's door knocking, there's open houses, there's farming, there's all these things. And I've always said that it's like there's a bunch of different diets on how to lose weight, and the right one is the one that you're going to do that you like to do. So, you found that you like the expireds as your main thing, and you've created a great system doing that. And I want you to share about that, because you sent me some information, I thought it was awesome. But before I do that, I want to just finish that up, that question. Is there any other places that you're generating listing leads or is it just the expireds?

Frank Dunn: Well, referrals sometimes.

Darryl Davis: Okay.

Frank Dunn: And there are some times when someone calls and they got, they want to buy a home, and so I'll say, do you have one to sell? Sometimes they do. I'll say, well, we've got to start there. Get that home sold. Well, I happen to get that home sold, and then I turn them over to the buyer's agent.

Darryl Davis: Good. So, you've got your expireds, you've got referrals or past clients, and then the last is an up call or buyer calling in.

Frank Dunn: [inaudible 00:12:06] usually.

Darryl Davis: Okay, great stuff. Great stuff. When it comes to your past clients, before I jump to expireds, are you doing anything to work those or nurture those or to stay in touch with those people?

Frank Dunn: Yeah, I send out, what it is, our broker is real good about sending us information about what's happening in the community. They're building a new shopping mall over at this part, and just things like that, just news type information. I don't usually send out, hey, I've sold this many houses, you need to call me, and that sort of thing. I just, I send them something that's going on in the community and that just keeps me in touch with them. And people appreciate that and they'll even email back say thanks for telling us about that.

Darryl Davis: All right, cool. So, you're emailing it out to your people?

Frank Dunn: Right.

Darryl Davis: All right. I ask that, I'm smirking because I know how tech savvy you're not.

Frank Dunn: Figured that out in the last hour, didn't you?

Darryl Davis: Well, what you all don't know is that we had a bit of a technical glitch trying to get Frank to work on the screen over here. It was kind of fun.

Frank Dunn: [inaudible 00:13:31] how to turn the camera on.

Darryl Davis: See, Frank, he doesn't, Frank doesn't get distracted with all the technology stuff. He just focuses on the relationships.

Frank Dunn: No, right.

Darryl Davis: That's fine. That works. All right, let's go. Let's talk about your expireds. So, now you had some really great things that you were telling me in that email about what you do. So, walk me through like I know nothing about what you do on the expireds, how you get an expired for the day. Take me through the whole thing.

Frank Dunn: Well, first of all, the reason I go after expireds is that they're already motivated. They've already had their home listed and so, they're already motivated. So, that's why I go after them. But what I do every day, I print out the MLS printout on each one of the listing, expireds. I limit it to different expireds, I don't send it to all of them. A home \$65,000, I don't send it to them. But I first of all, figure out who I want to send it to.

Darryl Davis: Okay.

Frank Dunn: Then I print out their listing, I look at it, and virtually every time there's things that wrong with that primary picture, or things that are wrong with a remark section, spending half of the remark section saying, you got to see this, it's a wonderful place, and you're going to love this, and that sort of thing. And so, I cross out, well, I make the notations on the picture, just circle things that I would have done differently.

Darryl Davis: Okay.

Frank Dunn: And I, with a highlighter. And then down in the remarks section, I cross out things that I don't think help get, motivate buyers to, I mean, sellers to, no, buyers.

Darryl Davis: Yeah. Buyers. Buyers too. Yeah.

Frank Dunn: Motivate buyers to call you and want to see the home. I cross those out. And then whatever's left, I highlight it with yellow and they could see, wow, there's not much yellow there. It mostly just crossed

out. So, I send that out and then I also send, I've got a page that I had someone do the graphics on and everything, create it for me. But I've got about 15 homes that other agents had listed for six months, sometimes four months. One of them, four years, and then I just give the name of the street, tell him how long it took the other agent and he didn't sell it, or she didn't sell it, and then how long it took me to sell it.

So, we'll have six months, and I sold it in two weeks, something like that. I've got more than 15 I can put up there, but page just, it's just big enough for 15. So, I send that out, and then I send a bio, a brag sheet. One of the things I say on the brag sheet is it that master real estate trainer, Dale Davis invited me to other states to speak, and I'm still using that.

That's a brag sheet. And then I send one sheet of different things that other past clients have said about me.

Darryl Davis: Yep.

Frank Dunn: And I'll send those three plus the listing in the mail, and they call me and want me to come and talk to them.

Darryl Davis: Now, do you put a cover letter to this? So, you create a little packet of your bio, your brag sheet, the houses that, which I think is brilliant. So, I get it. It's a sheet of 15 homes that says, all right, this was on the market for this, six months, but I sold it in six days. So, you a lot of evidence of that. Do you have a cover letter you send with this?

Frank Dunn: No. I just send that.

Darryl Davis: Really? Okay.

Frank Dunn: Yeah. Everyone sends out a letter, and I'll have seller's telling me that when I go over there, that I got 50 letters in the mail and yours is the only one that told me anything about you.

Darryl Davis: That's awesome. Okay, so. Frank, first of all, I love this and what I love about this too is that, number one is you found the niche that you like. Number two, you've mastered it with your system here. How many, if you were to mail out, let's say 10, how many of those 10 would call you on average?

Frank Dunn: Any for 10. I send out probably 500 a month.

Darryl Davis: That's how many expireds there are in your market?

Frank Dunn: Mm-hmm (affirmative).

Darryl Davis: So, you'll send-

Frank Dunn: That I would want to send a letter to.

Darryl Davis: You'll send out 500 in a month, Frank?

Frank Dunn: Yeah.

Darryl Davis: Wow.

Frank Dunn: Well, San Antonio, it's a big city. And out of that, I may not get but two listings out of 500, but, 500 only cost me less than \$300, and I got two listings out of it. So, I just keep doing that every day I send them out. Especially on the first day of the month. There's a lot of them on the first day of the month.

Darryl Davis: First day, the 15th, and the last day of the month, I'm sure, right?

Frank Dunn: Yeah.

Darryl Davis: Okay. So, you send out 500 and you get about two listings. How many calls do you get? So, you get two listings, but how many appointments would you say you go on?

Frank Dunn: I might go on four or five, something like that.

Darryl Davis: So, that's a great batting average, right? So, you get, if you go on five, you get two, that's a great batting average. I'm sure your batting average is good because they're calling you as opposed to you calling them, and you've established credibility by how effective you are in selling expired listings.

Frank Dunn: Yeah.

Darryl Davis: Now, this is the trainer part of me. Now, this is supposed to be just me interviewing you, but I'm going to ask, I'm going to train and ask you a question. Have you thought about sending these out and then do a followup call if you don't hear from those people?

Frank Dunn: I don't ever do calls, but sometimes if it's a listing that I'd really like to have, I'll send a follow up letter out to them, and I just send them something else that, I don't send them a letter saying, I hope you got that and please call me. I don't do that. I might send them something like, I've got a recommendation letter from a previous broker that I was the number one pro sales agent the last month I was in with that company and when I switched companies, so I may send that to them. Just something like that I send to them. If it's listings that I really want, I'd really like to have.

Darryl Davis: Okay. Now, and you do this, do you do the mailings yourself too?

Frank Dunn: I create those sheets and then I print out the envelopes, and then my wife stuffs the envelopes and we send them out.

Darryl Davis: So, you got a little husband and wife team thing going over here?

Frank Dunn: I might do everything differently if I wasn't 75 years old, but, [inaudible 00:22:02] make some money.

Darryl Davis: Yeah, I gotcha. I gotcha. Well, I have a suggestion for you. Obviously, this is working extremely

well for you.

Frank Dunn: Where's my pin? [inaudible 00:22:16] my head.

Darryl Davis: But what you may want to do is to add something that won't cost you anything, and that is, if you got a young kid or something, another realtor, if you're sending out 500 and you're getting two, I'm thinking about those other 498, and that you're not getting. And maybe if you just gave that to another agent to do a followup call after you mail out, and you'd tell that agent, listen, anything that you call, you're just following up on the mailing I sent out. Would they be interested in meeting you face to face?

And if you get that listing, you'll give that agent an extra 20% or 25%, whatever you want. In other words, it's free money to you because you ain't doing the work. They're making the call, you're giving them the gift of another way of generating money in real estate. So, you're helping another agent because-

Frank Dunn: I've never thought of that.

Darryl Davis: Yeah. There's so many win-wins about that. You're giving an agent an opportunity who may not be making money, to make some money. And it's putting more money into your family account without you working really any harder. The only extra thing you'll be doing is going on another listing appointment.

Frank Dunn: Yeah. Okay.

Darryl Davis: Just a thought.

Frank Dunn: I'm going to do that.

Darryl Davis: And now, let me ask you this. Let's talk about, so, you're 75 and you've got this great thing you've created here. Is your wife working or just she's only with you?

Frank Dunn: She's always been a stay at home mom. Now she's a stay at home grandmother. So, we've got 10 grandkids.

Darryl Davis: 10 grandkids?

Frank Dunn: And so, the ones that aren't living here, she stays in contact with them with text messages and that sort of thing. So, she's a full time grandmother, when she's not helping me.

Darryl Davis: I love it. So, let me ask you this now, what do you guys like to do? So, tell me, outside of real estate, what does your life look like now? I'm so excited for you because, and I want to hear about your personal side now, because obviously you've created a great business where you're generating... Because I want to remind people, you had 26 listings in 2018, 26 and 2019. So you're, and these are, how are these listings by the way selling. So, that's how many you listed. How many would you say are selling?

Frank Dunn: Most of them are selling.

Darryl Davis: Okay.

Frank Dunn: I haven't figured out the percentage.

Darryl Davis: Okay.

Frank Dunn: But, most of them-

Darryl Davis: Would you say-

Frank Dunn: It was just that they weren't being marketing correctly.

Darryl Davis: If you got 26, would you say at least 20 sold?

Frank Dunn: Yeah.

Darryl Davis: Okay. So, you're doing 20 sales a year in San Antonio, and I'm not going to ask you what your commissions amount are, but you're making really good living in your latter years of your life. You've got your personal life. So, let me hear about that. I want people to be inspired by what you've created for yourself. What does your life look like? What do you guys like to do when you're not going on listing appointments or stuffing envelopes?

Frank Dunn: Well, we're very involved in our church. I'm a deacon in the Baptist church. My wife is in charge of recruiting workers for the nursery. So, we're very involved in the church. We've got a SeaWorld about 10 minutes from our house. We buy a year pass and we'll just go out there and walk. We may not do anything else but just walk out there. And we like walking around the neighborhood, all those things that old people do. And we love watching a movie on TV at night, so we get out the popcorn and watch a movie. So, nothing, we take trips when we can.

Usually just short trips for a weekend or something like that. Just enjoying being together. It's always more fun being with her than it is being by myself.

Darryl Davis: Well, I tell you, it's bringing a tear to my eye. It really is. It really is, because it's so wonderful that you guys have each other, and especially with the challenge that you had, and you've got this great life. So, it's really cool.

Frank Dunn: We've also got, three of our grandkids are in town, so we spend a lot of time with them.

Darryl Davis: Do they like SeaWorld?

Frank Dunn: They love SeaWorld.

Darryl Davis: Good, good. How, my gosh, 10. How many children do you have? So, you have 10 grandkids. How

many, how many?

Frank Dunn: Four grown children.

Darryl Davis: Okay.

Frank Dunn: 10 grandchildren.

Darryl Davis: Wow. And how old are the grandchildren? What's the youngest one? What's the oldest one?

Frank Dunn: The youngest one is six, and the oldest is 18.

Darryl Davis: Wow. That's awesome. Maybe that 18 year old can use a few-

Frank Dunn: No, we got one that's two. We haven't even met her yet, because she's in Thailand. One of my sons was a missionary in Thailand.

Darryl Davis: Okay.

Frank Dunn: So, they only come back once every four years. So, we got a two year old grandchild over there that we never met.

Darryl Davis: Wow.

Frank Dunn: They're coming back in April. We'll get to see her then.

Darryl Davis: Wow. Well, you guys must be very, you and your wife must be very proud and happy, what you've produced in your life with your children and your grandkids. That's really awesome.

Frank Dunn: Well, we give God the glory for all that.

Darryl Davis: I hear you. I hear you. All right, good. Well, Frank, this is, this was really great. If there was anything as we end this call, but we'll stay on. I'm going to stop the recording, you and I will stay on for a minute. But is there anything you'd like to say, if you were going to, if you were talking to a new real estate agent, just coming into real estate, with all of your experience, what's the one or two bits of advice that you would give them?

Frank Dunn: Well, this is not what a lot of trainers might say, but I'd say don't ever work with buyers. Just go after listings.

Darryl Davis: Okay.

Frank Dunn: And my previous broker had a nickname for me, he said, he called me termite. He said, we don't even know you're there. And then award time comes and we find after you've been working. So that, I think the key is just work. Two hours of prospecting every day, whatever it takes, but just do it, day in and day out.

Darryl Davis: Yeah.

Frank Dunn: And another thing that I live by is, it's okay to quit, just don't ever do it today.

Darryl Davis: That's good. I like that.

Frank Dunn: I'll quit tomorrow, but I'm not going to quit today. And then the next day you say, I'll quit tomorrow, but I'm not going to quit today.

Darryl Davis: Exactly. If there's anything to put off until tomorrow, put off the quitting. I like it. I like it. Well, Frank, one more time. Let's give everybody your email address. So, I'll give it, it's frankdunnrealtor@gmail.com,

if they want to reach out and send you any leads in San Antonio, Texas. And we know that you'll take good care of them, at least if they're a seller anyway.

Frank Dunn: Well, I'll take good care of them as a buyer too.

Darryl Davis: You'll take the buyer too. You got the right agent that you'll give him too. I love it. All right, so I'm going to stop this recording. Anyway, gang, there's your power agent of the month, Frank Dunn. He's created a great life for himself, and slow and steady wins the race.

Frank Dunn: [inaudible 00:30:56] with the first training program that I went to that you were conducting, because I was in the pits at that time, 19 listing appointments with no listing.

Darryl Davis: And I got to tell you, the reason why we did this interview, I should have said this at the beginning, but Frank was, he sent me an email out of the blue and just saying how blessed he was and he was reflecting back on our first training program together and in the power agent book, and he just wanted to thank me. So, it was a real, it was just for-

Frank Dunn: Is that the one you're talking about?

Darryl Davis: That one. Yes, the power, hold it up higher. It's so the camera, there we go. Yeah, man.

Frank Dunn: I carry that in my briefcase and go to the index in the back, and just whatever situation I'm in I go to the index and find what page it's on.

Darryl Davis: I love it. I love it. Well, you've inspired me. I'm going to send you another book that you don't have yet and I'll tell you about it later.

Frank Dunn: Okay.

Darryl Davis: But all right, gang. Listen, there you go, thanks again, Frank, so much for making a difference in people's lives. Your story was powerful. It's inspiring. I know people got value, so I want to thank you very much.

Frank Dunn: Thank you for [inaudible 00:32:16] me.

Darryl Davis: And y'all, yeah, man. Y'all just follow Frank's lead. Just listings in the name of the game. You need to list the last, build your inventory, and slow and steady wins the race. All right gang, until I talk to you again. Don't forget to keep smiling. All right.



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Webinars: Darryl also hosts a monthly webinar on the timeliest topics agents face! You can learn more about what's up next and how you can register by going to www.RealtorWebinar.com.

Live Events in Frankets Across the Nation: Darryl takes his "show on the road" and offers live, often free events across North America. To see when Darryl is coming to an area near you visit, www.PowerAgentSeminar.com.

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