

WELCOME

to today's webinar:

Stop Paying for Online Leads & Master The Telephone

We will begin shortly!
Please click audio in the
center of your screen to
listen in!





To Get The
Most From
This Webinar...

text

- ✓ **Take notes**
- ✓ **Text your questions using the control panel. We will take as many questions as we are able**

DarrylSpeaks



1-16 of 201 results for "darryl davis"

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Book Format

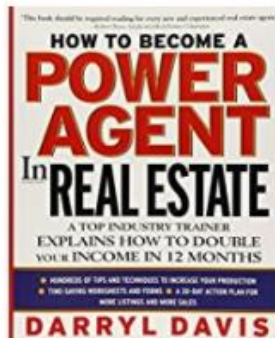
- Hardcover
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Word Wise

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Actor

- Darryl Davis
- Ed Harris
- Holland Taylor



How To Become a Power Agent in Real Estate : A Top Industry Trainer Explains How to Double Your In

2002

by Darryl Davis

Hardcover

\$24⁹⁵ ~~\$34.00~~ primeGet it by **Tuesday, Jan 9**

More Buying Choices

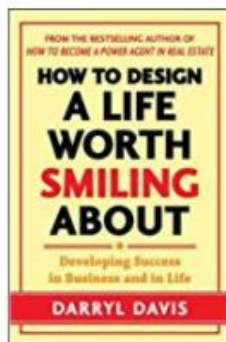
\$1.35 (141 used & new offers)

★★★★☆ ▾ 85

Kindle Edition

\$18⁷⁰Start reading **in seconds**, on your Kindle device or free Kindle app

Other Formats: Digital



How to Design a Life Worth Smiling About: Developing Success in Business and in Life Jun 17, 2014

by Darryl Davis

Hardcover

\$14⁴¹ ~~\$25.00~~ prime

Only 17 left in stock - order soon.

More Buying Choices

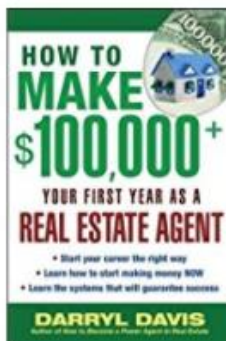
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Kindle Edition

\$14⁴⁹Start reading **in seconds**, on your Kindle device or free Kindle app

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How to Make \$100,000+ Your First Year as a Real Estate Agent Mar 26, 2007

by Darryl Davis

Paperback

\$24⁸² ~~\$26.00~~ primeGet it by **Tuesday, Jan 9**

More Buying Choices

\$2.29 (69 used & new offers)

★★★★☆ ▾ 14

Kindle Edition

\$14⁰⁴Start reading **in seconds**, on your Kindle device or free Kindle app

Other Formats: Digital

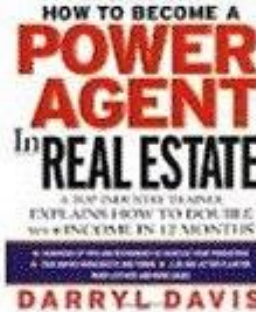
HOW TO BECOME A POWER AGENT In REAL ESTATE

A TOP INDUSTRY TRAINER
EXPLAINS HOW TO
DOUBLE YOUR INCOME
IN 12 MONTHS

- HUNDREDS OF TIPS AND TECHNIQUES TO INCREASE YOUR PRODUCTION
- DOWNLOADABLE WORKSHEETS AND FORMS
- A 30-DAY ACTION PLAN FOR MORE LISTINGS AND MORE SALES

DARRYL DAVIS

LOOK INSIDE!



How To Become a Power Agent

~~\$24.95~~ **\$15.58** Hardcover

Order in the next **21 hours** and get it by Monday, Apr
Only 18 left in stock - order soon.

More Buying Choices - Hardcover

\$12.00 new (46 offers)

\$6.07 used (78 offers)

\$10.00 collectible (1 offer)

★★★★★ (41)

#1 Best Seller in Real Estate Sales

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Mc
Graw
Hill

Professional



INSPIRATIONS

The Big-Hearted and Brave

Darryl Davis, CSP

**Chief Executive Officer
Darryl Davis Seminars**



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**Is this webinar a
sales pitch?**

This Webinar Is For Our POWER Agents® & Our Guests



POWER AGENT®

Coaching Members Private Group



DarrylSpeaks.com/Trial



Only ~~\$197~~
\$47 a month

- **TODAY** the first 30 days is **ONLY \$5**
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- **Cancel anytime**

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SPECIAL ANNOUNCEMENT

#1 of 2

www.DarrylSpeaks.com/Trial

TRUNK OR TREAT Examples




Sponsored by
Company Name Here

TRUNK OR TREAT

Date and Time Here at Location Here

List a Highlight of Event Here



List a Highlight of Event Here

RSVP Your Family's TRUNK Today! Email us at (your email address)!





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Neighborhood **TRUNK OR TREAT** Planning Guide

Sponsored by

List a Highlight Event Here

We'd love to hear from you and see pictures from your **Trunk or Treat!**

Email me at Julie@darryldavisseminars.com or post in our Facebook Group at <https://www.facebook.com/groups/PowerAgent/>

Have a lot of fun with it! We hope to create more community event guides for you as well! Think outdoor movie night, holiday cookie swap, and more!

Happy Trunk or Treating and have an amazing holiday season!
Your Power Agent Fun Team



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SEARCH RESULTS FOR: GUIDE



Seller's Guide – Social Media Offer
[English](#) | [Español](#)



eGuide – Parking Lot Party Planning Guide
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Flyer – Winter Open House Guide
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Easy Move Guide Offer
[English](#) | [Español](#)



Flyer – Winter's Guide to Selling
[English](#) | [Español](#)



eGuide – Trunk or Treat Halloween Planning Guide
[English](#) | [Español](#)



SPECIAL ANNOUNCEMENT

#2 of 2

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WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Go to the Classroom

Unlock hundreds of Power Agent® results-producing training tools.



Register for the Next Webinar

Learn the latest Next Level strategies and solutions for agents.



Get Coaching Call Credentials

Connect to weekly coaching every Monday with these call codes.



Edit My Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



Access My Quick Start Guide

Tap into the top ten ways to get the most from your membership.



Log Into My CRM

Get quick access to your Power Builder™ CRM and power up your sphere and farm.



How-To Site Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership.



Take Me to Facebook

Connect easily to your nationwide online Power Agent® Facebook Community.

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?

We are SO excited to welcome you to your Power Agent® website!

We are always hard at work to make things more intuitive (and fun!), making it as easy as possible for you to access your hundreds of Power Agent resources.

We know new things can take a learning curve, and we want to make your Power Agent® experience as easy as possible for you! **This is why we've set up a page with your resources to get started as well as recorded several tutorial videos for you below!**

Want more personalized, in-depth help? Join Director of Powerful Experiences, Gale, **every Tuesday at 11am Eastern** for *Live Power Agent Onboarding & Classroom Training* sessions. Find the link to join in [Webinar Registration](#).





[HIRE DARRYL](#)

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?

MODULE ONE

THE FOUNDATION

- 1 Look for your Power Program® access email and save your credentials somewhere easy to find!
- 2 Download [your calendars for the month from Time & Money Management tab](#), so you can plan your month ahead.
- 3 Head to the [Power Agent® Directory](#) and fill in your profile so you can start **sending and receiving referrals** – and find other Power Agents to partner with! **Not sure how to write a good bio?** We had an expert weigh in - watch [here](#).
- 4 Schedule yourself to attend the [next Tuesday Training session with Gale](#) to review how to use the Classroom most effectively. They are held **every Tuesday At 11am EST**.
- 5 Download the [Daily Activity Tracker](#) from **Time & Money Management**.
- 6 Download the [Dot Board from Time & Money Management](#), print the largest version you can or replicate on white board or poster board. Purchase multi-colored dots from Amazon. **Start tracking your production**.
- 7 Join the [Power Agent® Facebook Group](#) and **start connecting with your fellow members** online!
- 8 **Monday Coaching Call** Attended. Get the join information [here](#).
- 9 **Wednesday Webinar** Attended. Be sure to register beforehand [here](#).
- 10 **BONUS:** Accomplished a minimum of 3 Prospecting Activities from Daily Tracker
- 11 **BONUS:** Power Agent® Referral

CURRENT POINTS

160

(As you complete items, just refresh the page to see your points INCREASE!)

POINTS LEGEND

- 10 Points for Every ACTION ITEM Completed.
- 10 Points for Every Coaching Call Attended.
- 10 Points for Every Webinar Attended.
- 20 Points for Every BONUS item Completed.
- 20 Points for Every Power Agent® Referral.



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Going Wide



**Going Wide
Vs
Going Deep**

1. You will never go hungry again

A man with glasses and a beard is wearing a headset and smiling while talking on a phone. He is wearing a dark suit jacket over a light-colored shirt. The background is dark and out of focus.

**The Benefits
To Mastering
The
Telephone**



SELF A KAISE

THE LIBRARY OF THE...
FBI & ESPIONAGE...
FBI & ESPIONAGE...
FBI & ESPIONAGE...
FBI & ESPIONAGE...

1. You will never go hungry again
2. It cost very little money
3. You have very little competition
4. It will make you a better agent
5. You can generate at least one listing in the next 30 days



The Benefits To Mastering The Telephone



DarrylSpeaks.com/Trial

**Change
Your
Perception**



WELCOME TO THE NEW AMERICAN DREAM



BOILER ROOM



JT MARLIN

**THERE'S NO SUCH THING AS MAKING TOO
MUCH MONEY OR TAKING TOO MANY RISKS.**

NEW LINE CINEMA PRESENTS A TEAM TODD PRODUCTION "BOILER ROOM" GIOVANNI RIBISI VIN DIESEL NIA LONG NICKY KATT
SCOTT CAAN AND BEN AFFLECK * JOHN PAPSIDERA, C.S.A. * DANA SANDO * THE ANGEL * JULIA CASTON * CHRIS PEPPE
* ANNE STUHLER * ENRIQUE CHEDIAK * E. BENNET WALSH * CLAIRE RUDNICK POLSTEIN * RICHARD BRENER
* SUZANNE TODD * JENNIFER TODD * BEN YOUNGER

The Wolf of Wall Street





We Don't **SELL** People.
We **SERVE** People.



We Don't **CLOSE** People.
We **COACH** People.





The Top 10
Prospecting

Scripts For Spring

1. Past Clients



The 5-Step Past Client Call

- 1. “Hunna, this is _____ how are you?!”**
- 2. “Recently I was thinking about my past clients & just wanted to check in.”**
- 3. Talk about them and how they are**
- 4. When they ask about your business, say “Because interest rates are so low, I’m finding..**
 - People are either refinancing**
 - Or they’re buying their dream home**
- 5. “If you need ANYTHING, consider me your hotline”**

PAST CLIENT FIRST PHONE CALL DIALOGUE

Here are a few "ice breaker" ideas for calling friends and family!

Step 1 Identify

Hi, is this _____?

Step 2 Re-Introduce

Well, hey this is Darryl Davis from POWER Realty;
how are you?

Step 3 Give A Reason

The reason for my call today is just to reach out and see how you all are doing? With so much change in our market and our world, there are a lot of people who have questions. I just wanted to let you know I'm here for you and see if there is anything I could do for you!

Step 4 Ask About the House

How are things in the neighborhood? With the house?

Calling Friends & Family

- 1) Hey _____, this is a blast from the past. How are you?
- 2) I was just going through my phone contacts and I decided it was too long since we talked. So, how are you?
- 3) I'm great (now talk about anything other than real estate).
- 4) When you feel there is an opening, mention you are in real estate and share why you love it.
- 5) Talk about one positive about your real estate market.
- 6) Now get off talking about real estate, unless they show a strong interest, by saying, "But hey, I didn't call to talk business. I just wanted to say hello and see how you are." Then ask what their FB or social media is and connect with them on there to stay in touch. Put them on your mailing list, as well.

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



/DarrylSpeaks



DarrylSpeaks.com/Trial

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The Top 10
Prospecting

Scripts For Spring

2. Rent By Owner Dialogue

DarrylSpeaks.com/Trial

FOR RENT BY OWNER DIALOGUE

Step 1 Identify

*I'm calling about the rental.
Is the house still available?*

Step 2 Introduce

*Well, hi this is Darryl Davis from POWER Realty;
how are you?*

Step 3 Clarify

The reason why I'm calling is I do see you are renting your place, but I was wondering, if I had someone who wanted to buy your house for a nice profit, would that be something you would be interested in?

Step 4 Build a Relationship

Ask rapport building questions that any buyer would ask, such as the number of rooms, condition, how long have they been in the house, etc.

Step 5 Confirm the Appointment

*What time and date look good for you this week?
I can be available on Tuesday at six, or Wednesday at three.*

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DarrylSpeaks.com/Trial

FOR RENT BY OWNER DIALOGUE

Step 1 Identify

*I'm calling about the rental.
Is the house still available?*

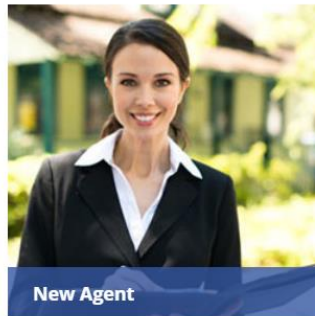
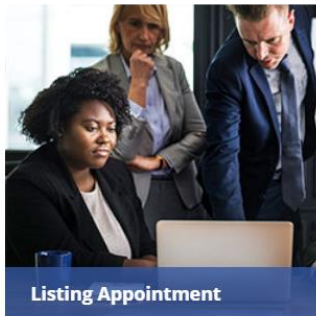
Step 2 Introduce

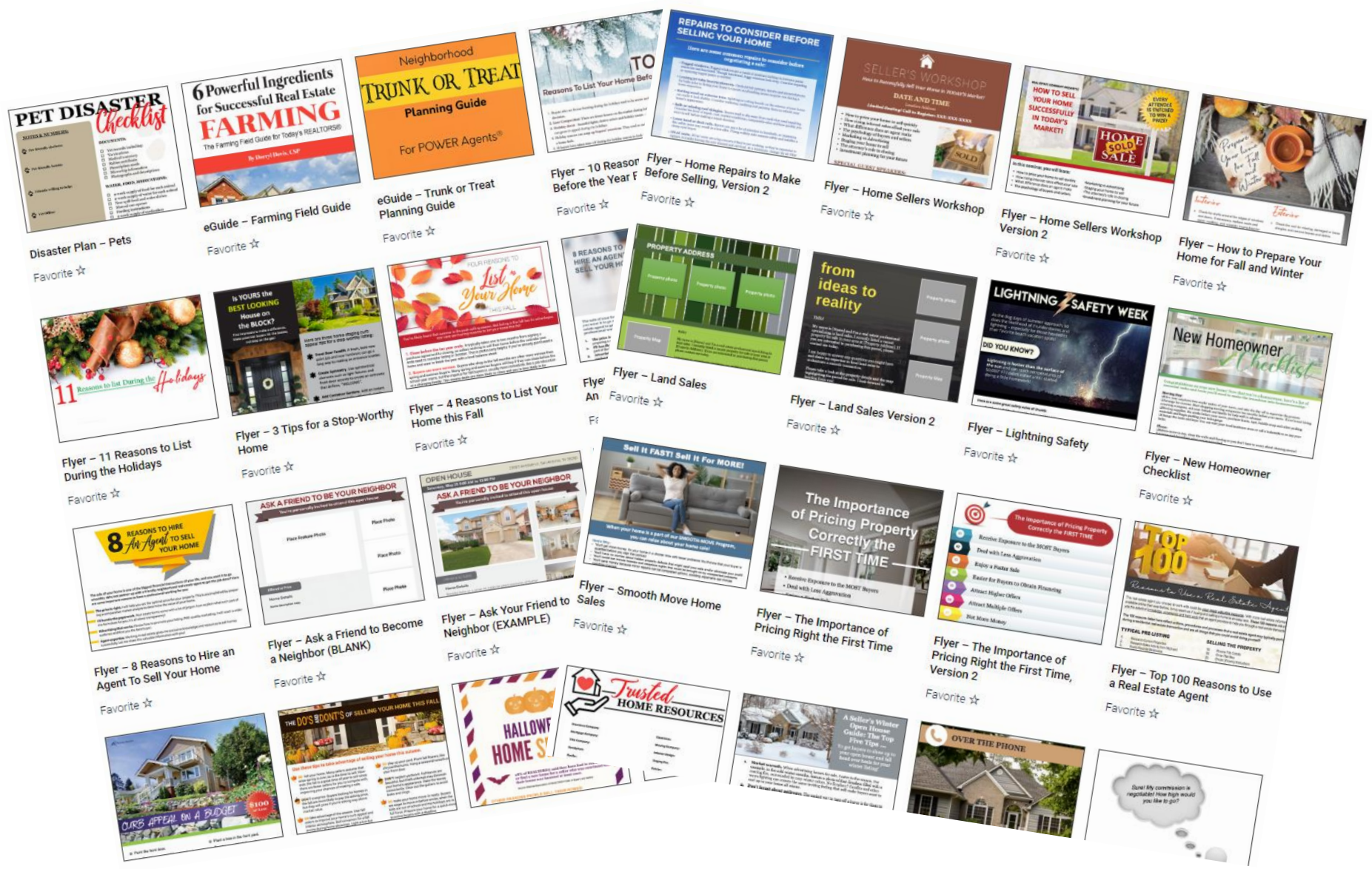
*Well, hi this is Darryl Davis from POWER Realty;
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WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?





PRICES ARE UP – NOW'S THE TIME TO SELL!



Home prices have been on the upswing, which means we're in the midst of a ripe seller's market! If you're thinking of selling, now is the perfect time to cash in on your home. Here's why the current market makes it a great time to list your home:

1. **Your home's value has risen.** With growing buyer demand, your home's fair market value is up. Selling your home now while prices are still high ensures you get the most out of your equity.
2. **The market is full of eager buyers.** Demand is high and buyers are plentiful. Even better, buyers are ready and willing to pay more. Once listed, your home is sure to draw in offers and sell quickly.
3. **Your competition is low.** Demand is outpacing the number of homes on the market. This means you won't need to compete with as many sellers for offers. Sell now while your home stands out and the market is in your favor.
4. **Market conditions won't last.** A future increase in interest rates may weigh down your home's value. Act now before the seller's market loses its steam and prices dip.

Don't miss out – sell now to take advantage of today's market. Give me a call to set up an appointment!

Agent Contact Info / Photo(s) Here.



DarrylSpeaks.com/Trial



The Top 10
Prospecting

Scripts For Spring

3. Orphan Dialogue

ORPHAN ADOPTION DIALOGUE

Step 1 Identify

I'm looking for _____.

Step 2 Introduce

Well, hi this is Darryl Davis from POWER Realty;
how are you?

Step 3 Clarify

The reason for this call is to apologize. It seems as though you bought (or sold) a house ____ years ago through our company and the agent who was involved in the sale is no longer working for our company. The reason for the apology is it seems as though we lost touch with you. So I've been appointed from our company to be your new representative; if you should ever have any real estate questions, you can feel free to call me personally.

Step 4 Find Out What They're Committed To

1. By the way, how are you enjoying the house?
2. Have you made any major improvements to the house?
3. What do you like best about the neighborhood?
4. Have you ever thought of moving?
5. If you were to move, where would you move to?
6. If you could have a larger home or in a different neighborhood, for the same monthly payment, would that be of interest to you?

Step 5 Invite Action (Choose One)

1. One of the services we are now offering is an updated market analysis of a client's home. You never know, you could be amazed at how much your house is worth. You literally could be able to move to another home and not have your payments go up.
2. One of the services we offer our past clients is the Neighborhood Market Report. This report not only tells you how much your house is worth in today's market, but it also shows you what your neighbors' houses are worth.

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www.ThePowerProgram.com



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SMILE
STOPS



SMILE STOPS™ are a fun reason to stop for quick visits with past and potential customers to *show your appreciation* and continuously *cultivate your connection and trust*.

They are designed to help you:

S: Service (focus on service not selling)

M: Meet face-to-face

I: Invite them to share their needs by asking questions

L: Leave behind a token of gratitude

E: Elevate the relationship

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DarrylSpeaks.com/Trial



10 Referral-Worthy SMILE STOPS Ideas to Show Your Clients You Care

- Starbucks Frappuccino** bottle with a gift tag attached that says, "Thanks for letting me bring you someone close!"
- Extra gum package wrapped in a cellophane bag with a tag or sticker that reads, "The afternoon between ordinary and extraordinary is that one (SMILE). Thanks for being an EXTRAORDINARY client!"
- Package of light bulbs with a bow and sticker: "Your referrals light up my day! Thanks for being one of my greatest clients!"
- Set of notes with gift tag that reads, "For the hottest deals in real estate - call me!"
- 2-3 highlighters in a cellophane bag with a bow and tag that says, "Getting with clients like you is the highlight of my real estate career. Do here if you need anything!"
- A glass cutter with notes attached: "Anyone you refer to, I've got the resources you need to get top dollar for your homes!"

SMILE Stops – 10 Referral Worthy Ideas

Favorite ★

Three Ideas for April SMILE STOPS

- 21st Kindergarten Day:** Deliver fresh muffins for the kindergarten teachers at your local elementary school. (Call ahead to find out how many.) Leave notes for each, "Thanks for all you do to inspire our future! Love, Your Local REALTOR." Attach a business card.
- 22nd Jelly Bean Day:** Bring a jar of gourmet jelly beans to five top clients with a note that reads, "Thanks for all your SWEET referrals! Happy Jelly Bean Day!"
- 27th Arbor Day:** Head to your local plant nursery and pick up 5 tree seedlings (or try this site: www.nature.com to see the real deal).

SMILE Stops – April

Favorite ☆

AUGUST SMILE STOPS

SMILE STOPS are a fun reason to stop for quick visits with past and potential customers to show your appreciation and continually cultivate your connection and trust.

They are designed to help you:

- Be Service Focused on service not selling!
- Maximize Time to Focus on what you do best!
- Include them in what they're missing when you're not there!
- Leave behind a token of gratitude.
- Strengthen the relationship.

6 Smart SMILE STOPS Strategies for Agents:

- National Golf Month:** Invite 3 great clients for a foursome round of golf in honor of golf month and let them know how much you appreciate them! Look for invitation templates in February & Golf Promotion.
- National Phone Month:** Host a picnic at the end of the month for a group of your favorite clients and their families as a way of honoring their loyalty and asking them you Mean for with "I Look for Invitations Templates in February & Golf Promotion."
- August 4 - Chocolate Chip Cookie Day:** Hit up your local bakery for boxes of freshly baked cookies to deliver to the top clients with a note that says, "It's National Chocolate Chip Cookie Day and I just wanted to thank you for being such a great customer! Call if you need anything!"

SMILE Stops – August

Favorite ☆

December SMILE STOPS Ideas for Agents

"Love string 'connected' with great people/clients like your happy holiday!" Extension cord	"Thank you for helping me wrap up a great year serving you and your referrals!" Wrapping Paper	"Whisking you happy holidays!" Red or Green Whisk
"Merry Christmas to all and a happy new year!"	"Key way you like it. The best of all times!"	"Key way days be..."

Smile Stops – December

Favorite ☆

POWER AGENT® SMILE STOP STRATEGY

August 26th is National Dog Day. Head to your local pet store for some fancy dog treats or a cool chew toy and deliver to five top clients that you know are dog owners with a note, "It's National Dog Day, and I just wanted to help you celebrate, by delivering this special gift for your furry friend! If there's anything I can do to help you, please know that I'm always here! Enjoy!"

SMILE Stops – Dog Days

Favorite ☆

February SMILE STOPS Ideas for Agents

- 7th - Send a card to a friend day:** There's nothing quite like a handwritten card to generate a SMILE. Today, stop by your great starter homes with a nice thank you card that reads, "I'm thinking of you a little. Thanks for being such an extraordinary client! Love and appreciation!"
- 9th - National Pizza Day:** Who doesn't love pizza? Stop by five great clients for pizza with a note that says, "I'm just your neighbor, so I thought I'd bring you some pizza. Thanks for being such an extraordinary client!"
- 14th - Valentine's Day:** Stop by the great client homes with a heart-shaped box of chocolates and a note that says, "You and your referrals are the color of my business! Thank you for being my great client!"
- 18th - National Wine Day:** Stop by five clients with a nice bottle of wine and a note that says, "There's a nice way to relax after a hard day's work. Thanks for being such an extraordinary client!"
- 26th - National Potatoes Day:** Stop by five clients with a bag of potatoes and a note that says, "You go, potatoes! You do it! Thanks for being so awesome!"

SMILE Stops – February

Favorite ☆

SMILE STOPS Ideas for Agents for June:

- National Rose Month:** Stop in on one or more rose bushes at a local nursery and deliver to five great clients with a note that says, "It's National Rose Month! Thank you for helping my business bloom. You are an inspiration!"
- June 7th - National Chocolate Ice Cream Day:** Deliver a carton of chocolate ice cream to five great clients with an ice cream scoop and a note that says, "Thanks for being an awesome client! It's National Chocolate Ice Cream Day and I just wanted to be sure if you ever needed the scoop on the real estate market - I'm here for you!"
- June 16th - National Ping Pong Day:** Gather small gifts for anyone in your neighborhood that likes to play ping pong.

SMILE Stops – June

Favorite ☆

3 Ideas for March SMILE STOPS

- 8th Popcorn Lover's Day:** Bring a box of microwave popcorn to 5 fun customers with a note, "I just wanted to pop over to say thanks for being an amazing client. I hope this treat makes you SMILE."
- 14th Daylight Savings Time:** Bring a 9-volt battery to 5 clients with a note, "Spring forward with smoke alarm safety! It's time to change your batteries! Thanks for being an amazing client!"
- 12th Girl Scout Day:** Grab 6 boxes of girl scout cookies (they are everywhere right now) and deliver to 6 great clients with a note that says, "You're one of my favorite clients - Scout's honor! Thanks for trusting me with your real estate business!"

What's a Smile Stop?

SMILE Stops – March

Favorite ☆

SMILE STOPS Ideas for Agents for May:

- Cinco de Mayo (May 5th):** Deliver a basket of salsa and chips to five top clients with a note, "¡Que Pasa! (What's going on?)! Thanks for being amazing! Happy Cinco de Mayo from your Neighborhood Real Estate Specialist!"
- Home's Day (May 15th):** Stop by your local hospital or the local physician's offices with a basket of fruit, business cards, and a nice card that says, "For all you do to help keep the members of our community happy and healthy - a great Thank You! Happy Home's Day from your Neighborhood Real Estate Specialist!"
- Alumni's Day (May 15th):** Pick up some fun notes from your client list and stop by with a bottle of champagne for a shout of toasts with a nice note, "For all you do to help keep the world a more amazing place! Happy Alumni's Day from your Neighborhood Real Estate Specialist!"
- National Berberrie Month:** Stop by at least five top clients with a basket of your favorite barbecue sauce and a note that says, "The market is heating up! Thanks for being an amazing client from your Neighborhood Real Estate Specialist!"

www.ThePowerPocall.com

SMILE Stops – May

Favorite ☆

SMILE STOPS Ideas for Agents for September:

- Early Baby's Month:** Call together with a local childcare center and host an evening baby sitting event. Share presents. "It's time to find Baby's Month!"
- National News Month:** It's no news item you'll be able to ignore! Write and deliver to at least five awesome clients with a note that says, "Thanks for being 'The News Kicker' of a client! If you'd like the latest market news - give me a call!"
- Little League Month:** Consider sponsoring a little league team in your market area. Consider, and write your notes accordingly to help them see the picture. (The player would see YOU!) Stop by the little league office with a note that says, "My kids like to play little league and I want to thank you for being such an awesome client! If you'd like to know how to help them see the picture - call me!"
- September 14th - Clean First Day:** Offer to five local businesses with no children, dentists, hairdressers, realtor's companies, etc. and create a clean desk with a note saying, "Happy Clean First Day! Clean Day is a time to 'refresh' your workspace. Let me know how I can help you refresh your working area and give you a call!" (Include list of business cards)
- September 18th - Cleanwater Day:** make a great gift to each house. Give them a call in advance and say, "It's the 18th of September - Cleanwater Day! I want to have lunch and catch up on how you're doing. Can I pick you up? Let's see about 12:30! Thanks and see you at 12:30!"
- September 20th - Johnny Appleseed Day:** Set up a basket of apples for five clients with a note, "Thanks for being such a great client! It's all an honor! Happy Johnny Appleseed Day! If there's anything I can do to help you and your family's best real estate needs, give me a call!"

SMILE Stops – September

Favorite ☆

SMILE STOPS

SMILE STOPS are a fun reason to stop for quick visits with past and potential customers to show your appreciation and continually cultivate your connection and trust.

They are designed to help you:

- Be Service Focused on service not selling!
- Maximize Time to Focus on what you do best!
- Include them in what they're missing when you're not there!
- Leave behind a token of gratitude.
- Strengthen the relationship.

6 Smart SMILE STOPS Ideas for Agents for Spring:

- Looking for small gift tags and fill with several bags individually packaged (little) services with a note that says, "I'm always here for the rainbows - happy! And I hope you love them. Thank you for your business!"**
- Personalized Easter Peeps in a cellophane bag with a note saying, "Happy Easter! Got real estate questions? Here you peeps get more!"**
- Books of Business:** Put small packets in a small flower pot and tie with a ribbon. Add a note that says, "The seeds of relationships grow when love is cultivated and nurtured. Thank you for nurturing your relationship with me!"
- Blossoming:** Purchase bouquets of cut flowers or small pots of live flowers and attach a note, "Business is BLOOMING! and I wanted to thank you for your part in my journey!"

SMILE Stops – Spring

Favorite ☆

Seven Summer SMILE Stop Ideas!

- Stop by with a tube of sunscreen and a note, "Got real estate questions or need? I've got you COVERED! Wishing you a safe and happy summer!"
- A bottle of Simply Lemonade with a note, "SMILE wanted to wish you a great summer! I'm always here if you need anything!"
- Freeze poppy tarts with ribbon and note, "I hope people keep their COOL when buying and selling homes! I'm here if you need anything!"
- Beach ball with a note, "Wishing a ball helping people with their real estate needs. It's time to help you feel like a ball!"
- Toy sand other with a note, "It can help you sift through the real estate process with ease!"
- Kitchen sponges with a note, "I can help you CUT through any real estate red tape!"
- Ice cream scoops, "If you ever want the SCOOP on the real estate market, call me! I'm happy to help!"

SMILE STOPS are a fun reason to stop for quick visits with past and potential customers to show your appreciation and continually cultivate your connection and trust.

They are designed to help you:

- Be Service Focused on service not selling!
- Maximize Time to Focus on what you do best!
- Include them in what they're missing when you're not there!
- Leave behind a token of gratitude.
- Strengthen the relationship.

www.ThePowerPocall.com

SMILE Stops – Summer

Favorite ☆





Mary Buddendeck

March 28 · 🌐



Easter time Smile Stops! 🐣 I'm having so much fun with this.

👍❤️ 25

6 Comments

❤️ Love

💬 Comment



All Comments ▾



Julie Sells Homes
Love this!

Like · Reply · 20w



Larry Gardner
Have your Peeps call my Peeps so do we just stop by or call first hmmmmmm.....💜💛💛💛

Like · Reply · 20w



2

➔ Mary Buddendeck re... · 2 Replies



Darryl Davis
LOVE THIS

Like · Reply · 20w



Darryl Davis
Mary Buddendeck...were your ears ringing? I showed this picture on today's webinar.

Like · Reply · 20w



Write a comment...



DarrylSpeaks.com/Trial

We've got the SCOOP on the
Real Estate Market! 🏠



Larry "Love" Gardner
Lic Associate Real Estate Broker
Exit Realty All Pro
LarryLovesHomes@gmail.com
631-742-4657



Lisa Zambelli
Loan Officer | 13055
Cliffco Mortgage Bankers | 86602670
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631-871-9857

Larry "Love" Gardner
Real Estate Agent
631.742.4657



Lisa Zambelli
Loan Officer | 13055
631.871.9857



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SMILE STOPS™ for Every Season!

 <p>January</p> <p>Fortune cookies with a note, "Wishing you good fortune in the New Year! I'm here to help!"</p>	 <p>February</p> <p>Heart Shaped Box of Chocolates with a note, "I LOVE my clients! Happy Valentine's Day! I'm here if you need me!"</p>	 <p>March</p> <p>Cellophane bag with chocolate coins tied with green ribbon with a note that says, "I'm LUCKY to have you as a client and your referrals! Happy St. Patrick's Day!"</p>	 <p>April</p> <p>Package of PEEPS candies with a note, "Have any PEEPS with real estate needs? Call me, I can help!"</p>
 <p>May</p> <p>Package of Flower Seeds with a note, "Thanks for helping me BLOOM! Your referrals are appreciated!"</p>	 <p>June</p> <p>Box of Swedish Fish with a note, "It's o-FISH-ally summer! I'm hooked on happy clients and referrals! Call if you need me!"</p>	 <p>July</p> <p>Box of Sparklers with a note, "Wishing you a sparkling Independence Day! I'm here to help with all your real estate needs!"</p>	 <p>August</p> <p>National S'mores Day is August 10th!</p> <p>Deliver s'more fixings (graham crackers, chocolate, marshmallows) to five great clients with a note, "if you ever need s'more info on the real estate market - call me!"</p>
 <p>September</p> <p>Ruler with a note that says, "Hope the new school year RULES in your home! I'm here to teach you whatever you need to know about real estate!"</p>	 <p>October</p> <p>Pumpkin carving kit with a note, "Let's carve out some time to talk real estate and referrals! Thanks for being a great client!"</p>	 <p>November</p> <p>Pumpkin or apple pie with a note, "Any way you slice it, you're appreciated! Happy Thanksgiving! I'm here if you need me!"</p>	 <p>December</p> <p>Wrapping paper roll with a note, "Thanks for helping me WRAP up a great year! Happy holidays and know that I am here for all of your real estate questions or needs!"</p>



SMILE STOPS™ are a fun reason to stop for quick visits with past and potential customers to *show your appreciation* and continuously cultivate your connection and trust.

They are designed to help you:

- S:** Service (focus on service not selling)
- M:** Meet face-to-face
- I:** Invite them to share their needs by asking questions
- L:** Leave behind a token of gratitude
- E:** Elevate the relationship

September

Ruler with a note that says,
*"Hope the new school year
RULES in your home! I'm here
to teach you whatever you need
to know about real estate!"*

October



Pumpkin carving kit with a note,
*"Let's carve out some time to talk
real estate and referrals! Thanks
for being a great client!"*

November



Pumpkin or apple pie with a
note, *"Any way you slice it,
you're appreciated! Happy
Thanksgiving! I'm here if
you need me!"*

December



Wrapping paper roll with a note,
*"Thanks for helping me WRAP up
a great year! Happy holidays and
know that I am here for all of your
real estate questions or needs!"*

SMILE STOPS™

SMILE STOPS™ are a fun reason to stop for quick visits with past and potential customers to *show your appreciation* and continuously cultivate your connection and trust.

They are designed to help you:

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M: Meet face-to-face

I: Invite them to share their needs by asking questions

L: Leave behind a token of gratitude

E: Elevate the relationship

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The Top 10
Prospecting

Scripts For Spring

4. New Listing In The Area Dialogue

DarrylSpeaks.com/Trial

NEW LISTING IN THE AREA DIALOGUE

Step 1 Identify

Hello, may I speak with Mr. Jones?

Step 2 Introduce

Hi, this is Darryl Davis with Power Realty, how are you?

Step 3 Clarify

The reason I'm calling is that a new house that just came up for sale in the area and because of that, we're expecting a lot of buyers are going to want to buy into the neighborhood. So, I was wondering if you'd heard of any neighbors thinking about selling in the near future?

Yes – Great, I'd love to help them out. (Get details.)

No – All right, well, let me ask you, have you ever thought about selling?

Step 4 Ask rapport building questions

No – Do you mind me asking, what do you think is one of the nicest features about the area? How long have you lived in the neighborhood? If you were going to move where would you move to?

Step 5 Invite Action

By the way one of the things we're offering neighbors is a free neighborhood market report. It tells you what neighbors have paid for their house, plus what your home is currently worth. The reason we are offering this is that your home is your most important asset and it's always a good idea to have annual checkup on the value of it. Would you like me to prepare that for you? I don't mind.

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



DarrylSpeaks.com/Trial

NEW LISTING IN THE AREA DIALOGUE

Step 1 Identify

Hello, may I speak with Mr. Jones?

Step 2 Introduce

*Hi, this is Darryl Davis with Power Realty,
how are you?*

Step 4 Ask rapport building questions

No – Do you mind me asking, what do you think is one of the nicest features about the area? How long have you lived in the neighborhood? If you were going to move where would you move to?



The Top 10
Prospecting

Scripts For Spring

5. FSBO Dialogue



“I LOVE Darryl’s FSBO Dialogue. I actually find that FSBOs are nicer during this pandemic. I listed 5 FSBOs in one weekend!”

**Carmen Lacey-Billups
Howard Hanna Real Estate**





***“Can you call FSBOs
and Expireds on the
Do-Not-Call List?”***

DISCLAIMER



FSBO DIALOGUE

Step 1 Identify

*I'm calling about the house for sale.
Is the house still for sale?*

Step 2 Introduce

*Well, hi this is Darryl Davis from POWER Realty;
how are you?*

Step 3 Clarify

*The reason why I'm calling is I noticed your ad (sign, etc.) & I was
wondering if you're working with brokers in the sale of your property?*

Yes – Is it currently listed with a broker?

No – So you are trying to sell it on your own?

Nasty Response — Is that because you want to save the commission?

Step 4 Build A Relationship

Well, I'm looking at a copy of the ad and the house sounds lovely. Did you write this ad?

Now proceed to ask rapport building questions. **First** ask questions that a buyer would ask, such as number of rooms, condition, improvements, etc. When you feel you have some rapport and they are talking more than you, go onto the **second** set of questions, which is why are they selling.

For more dialogue and/or training sessions,
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Step 5 Invite Action

*Would you be offended if I just stopped by to
look at your house?*

*If I had a buyer who was willing to pay you your price and my commission, could we work together?
Is it possible in some cases to do that, but first I would need to look at your house.*



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FSBO DIALOGUE

Step 1 Identify

*I'm calling about the house for sale.
Is the house still for sale?*

Step 2 Introduce

*Well, hi this is Darryl Davis from POWER Realty;
how are you?*

Step 3 Clarify *The reason why I'm calling is I noticed your ad (sign, etc.) & I was wondering if you're working with brokers in the sale of your property?*

Yes – Is it currently listed with a broker?

No – So you are trying to sell it on your own?

Nasty Response — Is that because you want to save the commission?

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Well, I'm looking at a copy of the ad and the house sounds lovely. Did you write this ad?

Now proceed to ask rapport building questions. **First** ask questions that a buyer would ask, such as number of rooms, condition, improvements, etc. When you feel you have some rapport and they are talking more than you, go onto the **second** set of questions, which is why are they selling.

FSBO Dialogue

Current House Questions

1. Bedrooms, baths, lot size, etc.
2. Any major improvements to the house?
3. Does it have a basement? Finished?
4. What is the property size?
5. How's the activity been on your current property?
6. How long have you been living in this house?
7. What do you think is the most positive feature about your house that a buyer would like?

Why Are They Selling Questions (Their Commitment)

8. Where you folks moving to?
9. What do you like best about where you're moving to?
10. Have you seen any houses there you liked?
11. What type of house are you moving to?
12. Is it smaller than, or larger than your current home?
13. The new home sounds lovely. Why did you choose that area to move to?
14. The house that you purchased, did you do that privately or did you do that through an agent?
15. Do you have any family where you're moving to?

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Step 5 Invite Action

Would you be offended if I just stopped by to look at your house?

*If I had a buyer who was willing to pay you your price and my commission, could we work together?
Is it possible in some cases to do that, but first I would need to look at your house.*



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FSBO VOICEMAIL DIALOGUE



Hi, this is Darryl Davis from Power Realty!

The reason why I was calling is that I noticed you are selling your house, and I have some important information about that.

I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.

For more dialogue and/or training sessions,
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REDX™

Rocks Wright
Florida

SIGN UP

First Name 

Last Name 

Email 

Phone 

SUBMIT



Watch the Video



EXPIREDS

Turn Expired Listings
into powerful leads with



FSBOS

Get cleaner, faster For Sale
By Owners without



FRBOS

Rescue landlords from vac-
ant rentals, easiest ap-



PRE FORECLOSURES

Get the most accurate,
up-to-date phone numbers



STORM DIALER

Call more people in
less time with our

TOTAL 13,523



Sort



13 / 13,523



Action



- EXPIREDS (20)
- FSBOS (20)
- FORECLOSURES (20)
- OTHER (20)

New (10)

In Progress (10)

Successful! (6)

Archived (10)

- EXPIREDS ✖
- FSBOS ✖
- SUCCESSFUL ✖
- In Progress ✖
- COUNTY 3 ✖
- COUNTY 3 ✖
- PPROPERTY TYPE 4 ✖

Filter 13

MORE FILTERS >

Profile	Status	Price	Size	Expiration	Actions
Bennie White (801) 784... +2	New	\$385,900	4,500 sqf	Expired: Jun 16, 2014	Called ✖
Alexis Valdez (801) 784... +2	New	\$385,900	4,000 sqf	Expired: Jun 16, 2014	
Frederick Mccoy (801) 784... +4	New	\$343,000	3,500 sqf	Expired: Jun 16, 2014	
Essie Lee (801) 784... +3	New	\$235,400	3,740 sqf	Expired: Jun 16, 2014	
Thomas Hale (801) 784... +5	In Progress	\$251,000	3,250 sqf	Expired: Jun 16, 2014	
Emily Wright (801) 784... +1	In Progress	\$359,120	3,360 sqf	Expired: Jun 16, 2014	
Rita Sherman (801) 784... +2	In Progress	\$259,300	3,200 sqf	Expired: Jun 16, 2014	
Joseph Watson (801) 784... +4	In Progress	\$210,900	3,600 sqf	Expired: Jun 16, 2014	
Jeffery Ryan (801) 784... +0	Successful!	\$200,450	2,600 sqf	Expired: Jun 16, 2014	Called ✖
Colin Armstrong (801) 784... +0	Successful!	\$120,500	2,500 sqf	Expired: Jun 16, 2014	

Hi I'm calling about your house for sale.

Is it still available?

This is April Elsner with _____, what's your name? Owner I'm calling because I work with a lot of buyers and sellers in your area and wanted to find out what I could do to help you.


- A2 Bring me a buyer: excellent, that is what I do for a living! If I brought you a buyer, are willing to pay a buyer's commission?

How much longer are you going to try to sell this property on your own, before you decide to explore other options?

When you sell this house, where are you going next?

How soon do you want to be there?

New



Owner
Add name

Phone 631-744-4880 🗑️ 📞 DNC

Phone Add a Phone


Email kmlibby@optonline.net 🗑️ ✉️

Email Add an Email

Address 11 Robert Ct
Shoreham, NY 11786 🗑️ 📍

Address Add an Address

▲ Notes




📞 0

📄 0

✉️ 0


Property Detail

Activity Log



11 Robert Ct
SHOREHAM, NY 11786

Bedrooms	4
Bathrooms	3
Sq Ft	2374
Yr Built	1968
Lot Size	0.58



Listing

Listing Broker

Short Sale

MLS ID

MLS Area

Property Type

Subdivision

County

Last Sold Date

Tax

← → 14 / 57

👤 📄 🗑️

Please disposition to continue

In Progress | Contacted | Call B...

ALYSON
Add name

Phone 435-491-0476

Phone Add a Phone

Email Add an Email

Address 6669 S OVERLOOK RIM R...
Murray, UT 84123

Address Add an Address

- Good #/Interested
- Call Back
- Set Appointment
- Referrer
- Voice Message
- No Answer
- Not Interested
- Relisted
- Prev Sold
- Wrong/Trash #
- Agent Number

Expired

0
0
0

Storm Demo

Property Detail

Activity Log

6669 S OVERLOOK RIM RD
MURRAY, UT 84123

Bedrooms 3
 Bathrooms 3.00
 Sq Ft 2,267
 Yr Built 2009
 Lot Size 0.01

Listing

Tax

Status Expired
 List Date Oct 16, 2015
 List Price 225000
 Days on Market 52
 Expired Date Jan 15, 2016
 Listing Agent Kim (Airu) Zhang
 Listing Broker Salt Lake Homes Realty
 Short Sale
 MLS ID 1334525
 MLS Area 104
 Property Type Townhouse
 Subdivision WINCHESTER

Notes



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Seminars That Make A Difference

Promo Code:

SMILE

SIGN UP

www.DarrylSpecial.com

EXPIREDS

According to NAR, expired leads are one of the top five best methods to increase listings.

Expired leads clearly want to sell their home, are willing to work with an agent, and will choose a new Realtor 70% of the time. MLS expired listings have incomplete, inaccurate, or, simply wrong homeowner information. You can try researching yourself, or you can use REDX Expired Leads, which provides the most statistically accurate homeowner phone numbers and mailing addresses in the industry.

FOR SALE BY OWNERS

NAR reports 88% of all FSBO's eventually work with an agent to sell their property.



The Top 10
Prospecting

Scripts For Spring

6. Old FSBO Dialogue

PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify

May I speak with _____?

Step 2 Introduce

Well, hi this is Darryl Davis from POWER Realty; how are you?

Step 3 Clarify

The reason why I am calling is our records show you tried selling your home _____ months ago. Is that correct?

Step 4 Build a Relationship

The reason why I asked is because my company listed a lot of homes in your area around the same time when you were selling and those homes all sold.

- Can I ask you, were you folks thinking of selling again?
- Where were you thinking of moving to?
- Why there?
- Have you looked at any houses there?
- How long have you been living in this house?

Step 5 Invite Action (Mix & Match)

1. Is the reason why you were trying to sell it on your own was to save the commission?
2. If I could help you get to _____, and you wouldn't have to pay a brokerage fee out of that, would that be of interest to you?
3. It's possible in some cases to do that, but first I would have to see your home.
4. If it made financial sense, would you re-consider moving to _____?
5. Why don't we do this, I don't mind. Why don't we find the time when we can get together, you can show me the house, and I can tell you how much your house is worth in today's market and see if I can help you get t to _____?

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



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PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify

May I speak with _____?

Step 2 Introduce

*Well, hi this is Darryl Davis from POWER Realty;
how are you?*

Step 5 Invite Action (Mix & Match)

1. *Is the reason why you were trying to sell it on your own was to save the commission?*
2. *If I could help you get to _____, and you wouldn't have to pay a brokerage fee out of that, would that be of interest to you?*
3. *It's possible in some cases to do that, but first I would have to see your home.*
4. *If it made financial sense, would you re-consider moving to _____?*
5. *Why don't we do this, I don't mind. Why don't we find the time when we can get together, you can show me the house, and I can tell you how much your house is worth in today's market and see if I can help you get t to _____?*

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www.ThePowerProgram.com**



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LIVE WEEKLY “POWER HOUR” COACHING CALLS EVERY MONDAY

- Don't have to figure it out on your own
- Problem solving & solution finding
- What's working and what's not for agents all over North America
- Get your “head straight” for the week



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The Top 10
Prospecting

Scripts For Spring

7. Expired Dialogue

EXPIRED DIALOGUE

Step 1 Identify

Hello May I speak with Mr. Jones?

Step 2 Introduce

Well, hi this is Darryl Davis from POWER Realty; how are you?

Step 3 Clarify

The reason I'm calling is that I noticed your house expired off the MLS and I was wondering if it was still for sales?

Yes – Have you put it back on the MLS?

No – Did you Sell it?

Step 4 Gauge Their Commitment

I am looking at a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't sell. Why do you think that is?

You are likely to hear a lot of answers. Your job is to bring them back to the original excitement and enthusiasm and commitment to what they want to accomplish by asking more questions. *Why are you moving? Where are you moving to? When do you want to be there?*

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/DarrylSpeaks

Step 5 Invite Action

Mr. Jones, I understand this is probably frustrating for you, but let me ask you this: If I had a buyer who was willing to pay the price that you need to make this move a success, and we can still get you to Florida in the time frame you want, and with the money that you need, is that something you'd consider?

Many agents let fear dictate their prospecting, or lack of it. If you worked nothing but FSBOs and EXPIREDS and learned to master the skills it takes to make these consumers raving fans, you could make a six-figure income in this business. Learn to build those relationships, ask the right questions, and find your ease in these conversations and you'll see your efforts reflected back in your bottom line results.



DarrylSpeaks.com/Trial

EXPIRED DIALOGUE

Step 1 Identify

Hello May I speak with Mr. Jones?

Step 2 Introduce

*Well, hi this is Darryl Davis from POWER Realty;
how are you?*

Step 5 Invite Action

Mr. Jones, I understand this is probably frustrating for you, but let me ask you this: If I had a buyer who was willing to pay the price that you need to make this move a success, and we can still get you to Florida in the time frame you want, and with the money that you need, is that something you'd consider?

Many agents let fear dictate their prospecting, or lack of it. If you worked nothing but FSBOs and EXPIREDS and learned to master the skills it takes to make these consumers raving fans, you could make a six-figure income in this business. Learn to build those relationships, ask the right questions, and find your ease in these conversations and you'll see your efforts reflected back in your bottom line results.



EXPIRED VOICEMAIL DIALOGUE



Hi, this is Darryl Davis from Power Realty!

The reason I'm calling is that I noticed that your house has expired from the Multiple Listing Service, and I have some important information about that.

I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



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DarrylSpeaks.com/Trial



Objection Handling



Playing with Buyers



Power Logo



Prospecting



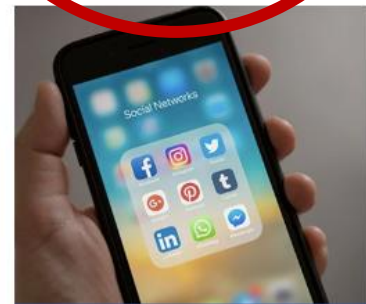
Recommended Vendors



Servicing Sellers




SMILE Techniques




Social Media Shareables



Time and Money Management



Webinars On Demand



Store



Facebook



“Expired” Flyer

Expired Listing? Let me help!

I've noticed your listing has recently expired and wanted to make sure you hadn't given up on selling your home. With **rising interest rates** now is one of the best times to sell. Let me help you **take advantage** of this unique time in the real estate market.

- Homebuyers looking to save money on their monthly mortgage payment are in a hurry to buy now. This makes your home more attractive and able to command a better price.
- Balancing accessibility with professionalism is my specialty. Making sure buyers feel welcome and catered to goes a long way toward selling your home.
- My knowledge of the local real estate market will allow me to inform you what buyers are looking for and what they're willing to pay, ensuring your home sells faster!
- I won't pressure you into selling for a price you don't want. I let the market speak for itself.
- The right real estate agent will help keep you motivated with specific goals and expectations. Let my experience in this industry work for you.

Stay motivated! Choose an agent with **proven results**. Call me today, and let's put this plan into action!

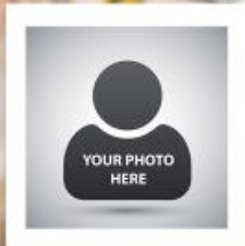


Your Name/Team Name

CalBRE Lic#
555.555.5555
youremail @mail.com
yourwebsite.com

Extra Information
(delete if not needed)





The National Association of REALTORS® Profile of Home Sellers



91%
of home sellers worked with
a real estate agent to sell
their home.



99%
For recently sold homes, the
final sales price was a
median of 99% of the final
listing price.



44%
of all sellers offered incentives
to attract buyers.



26%
FSBOs typically sell for
26% less.



73%
73% of FSBO homes sold in
less than two weeks.

Power Agent

Agent Contact Info Here.



SELLOPOLY

START HERE



DETERMINE

The current value of your home on today's market.

PREPARE

Personalized

STAGE & PHOTOS

Stage home to stand out from the crowd. Professional photography goes a long way in this game!

VERIFY

Taxes, certificate of title, survey, and all other necessary information.

LAUNCH LISTING

Launch listing on MLS, National and Local real estate websites.

CONGRATULATE!

CELEBRATE!
Closing occurs at title institution or attorney's office.

FINAL WALK THROUGH SCHEDULED 24-48 HOURS PRIOR TO CLOSING

TRANSFER UTILITIES OIL, METER READ, CALL THE MOVERS!



POWER AGENT

**Your contact information here.
Add name, company, website,
email and phone number.**



Copyright © www.ThePowerProgram.com

SHOW HOME

Start showing home and host open houses!

NEGOTIATE

Professional manage offers to obtain maximum value with your sales associate.

QUALIFICATION

Confirm qualification of potential buyers.

TITLE SEARCH

Title search ordered by purchaser's attorney.

MORTGAGE COMMITMENT

Receive written mortgage commitment

BANK APPRAISAL

\$\$\$

SALE

Execute contract of sale with attorney.

INSPECTIONS

Home and termite inspections take place

ACCEPTANCE OF OFFER!!!

Let's play a game called Sellopoly!

A family-friendly way to walk you through every step of the home selling process. Call or text me today and I'm happy to drop off the game pieces and answer any questions you might have!

I'm here to help!






Call or text me at 555-555-5555
 Agent Name, Power Agent®
 Email Address



*As a Power Agent®, I am a member of an exclusive program (less than 1% of agents across North America) where dedicated real estate professionals who are committed to helping buyers and sellers reach their next level.



SELLOPOLY

START HERE GO	DETERMINE The current value of your home on today's market	PREPARE Personalized marketing campaign.	STAGE & PHOTOS Stage home to stand out from competition. Professional photography goes a long way in the game!	VERIFY Taxes, certificate of occupancy, survey, and all other pertinent information.	LAUNCH LISTING Launch listing on MLS, National and Local real estate websites.
CONGRATULATION! CELEBRATE! Closing occurs at lending institution or attorney's office.	<p>Your contact information here. Add name, company, website, email and phone number.</p>     <p>Copyright © www.ThePowerProgram.com</p>				SHOWTIME Start showing home and host open houses!
FBIAL WALK THROUGH SCHEDULED 24-48 HOURS PRIOR TO CLOSING					NEGOTIATE Professional manage offers to obtain maximum value with your sales associate.
TRANSFER UTILITIES OIL, METER READ, CALL THE MOVERS!					QUALIFICATION Confirm qualification of potential buyers.
TITLE SEARCH Title search ordered by purchaser's attorney.	MORTGAGE COMMITMENT Receive written mortgage commitment.	BANK APPRAISAL \$\$\$	SALE Execute contract of sale with attorney.	INSPECTIONS Home and tambe inspections take place.	ACCEPTANCE OF OFFER!!



The Top 10
Prospecting

Scripts For Spring

8. Calling Your Farm Dialogue

DarrylSpeaks.com/Trial

INTRO CALL TO YOUR FARM DIALOGUE

Power Agent®: *Hi, this is Darryl Davis from Power Realty. How are you?*

Owner: *Fine.*

Power Agent®: *I hope I haven't interrupted you. The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?*

Owner: *Yes.*

**Power Agent®
(Value Option #1):**

I wanted to let you know that one of things I'm also doing for my neighbors is I'm offering a free report on _____. I understand you folks may not be selling right now, but if you ever do, this is really good information to have.

Power Agent® (Value Option #2):

One of the things we're offering as a service to the community is a Free Over-The-Phone Market Analysis. We believe this is really important because a home is usually one of a family's most important assets and just like a stock portfolio, periodically you should get an update on the value of your assets. What we're offering is a simple Over-The-Phone Market Analysis. How it works is -- I ask you some questions about the house, and then I go back to the computer, do a market analysis and call you back with the results. Do you have some time for me to do this with you now?

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



DarrylSpeaks.com/Trial

INTRO CALL TO YOUR FARM DIALOGUE

Power Agent®: *Hi, this is Darryl Davis from Power Realty. How are you?*

Owner: *Fine.*

Power Agent®: *I hope I haven't interrupted you. The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?*

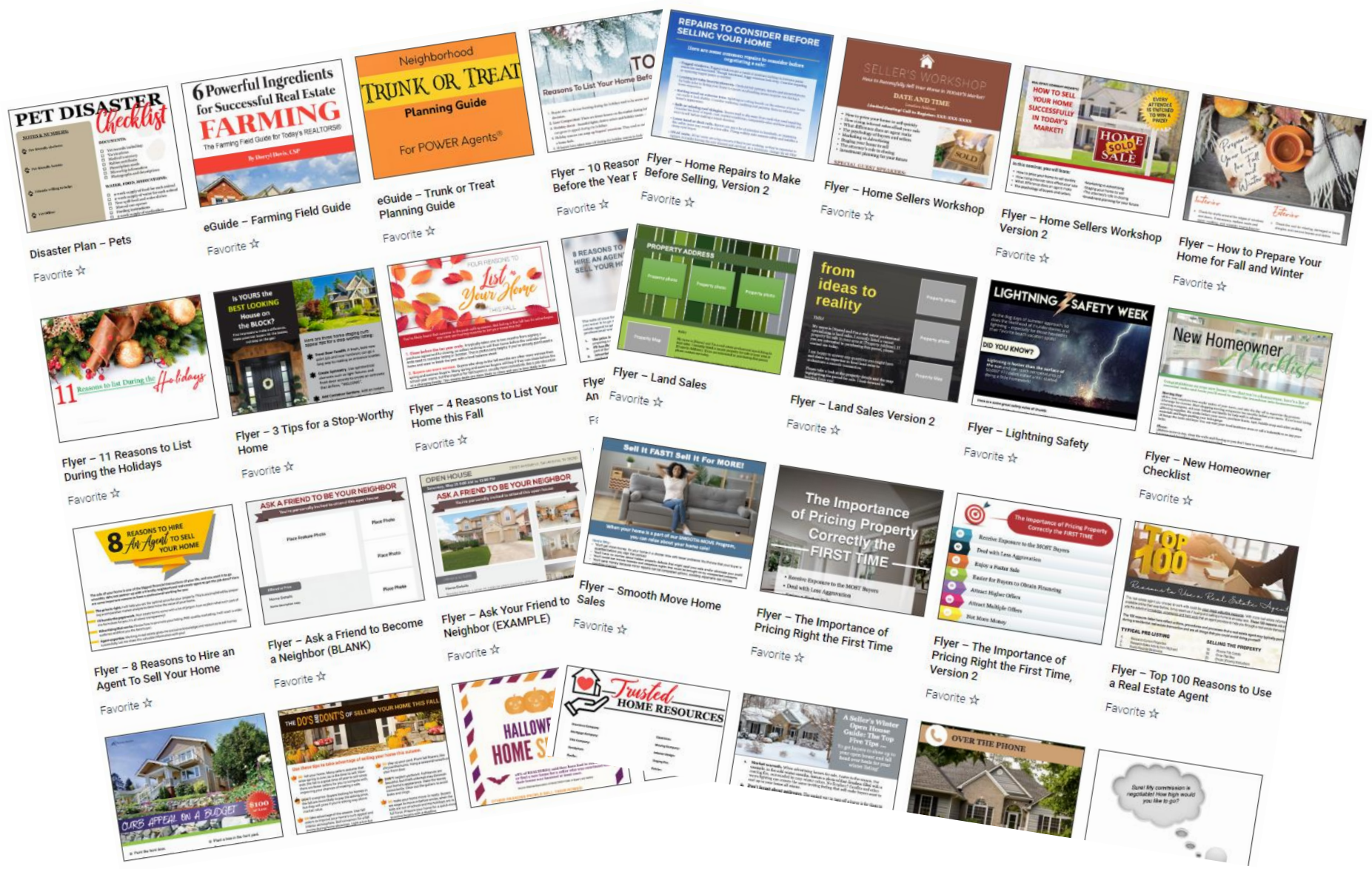
Owner: *Yes.*

Power Agent®

(Value Option #1):

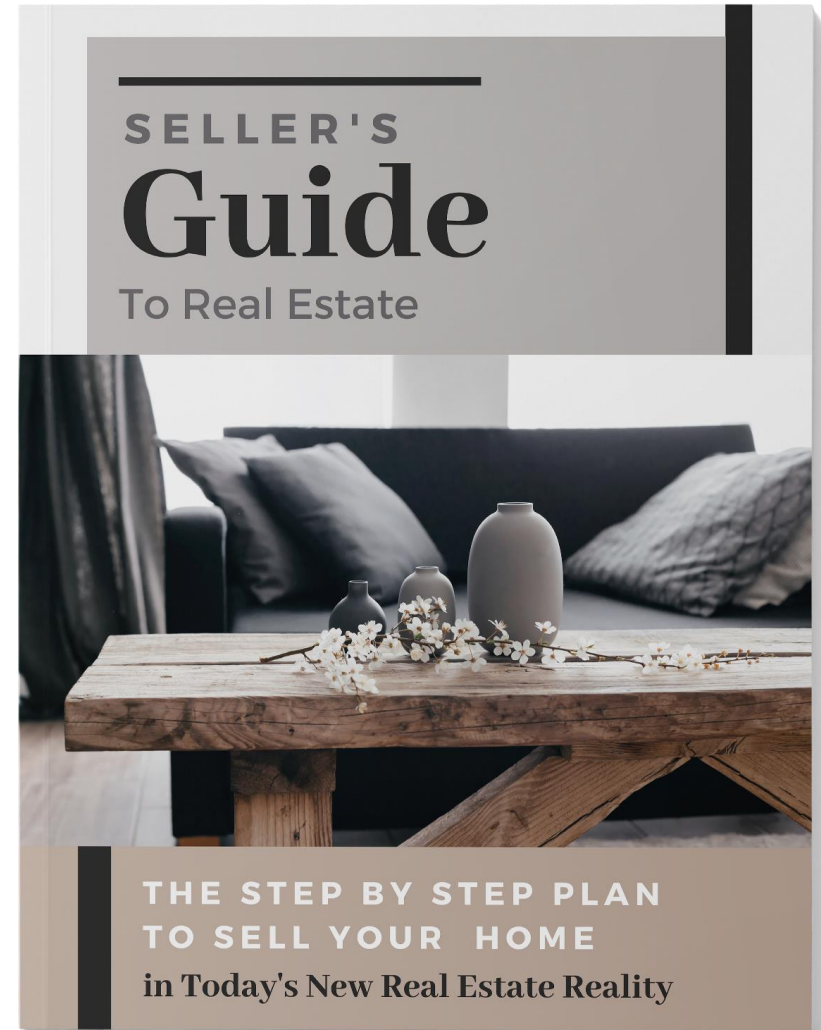
I wanted to let you know that one of things I'm also doing for my neighbors is I'm offering a free report on _____. I understand you folks may not be selling right now, but if you ever do, this is really good information to have.



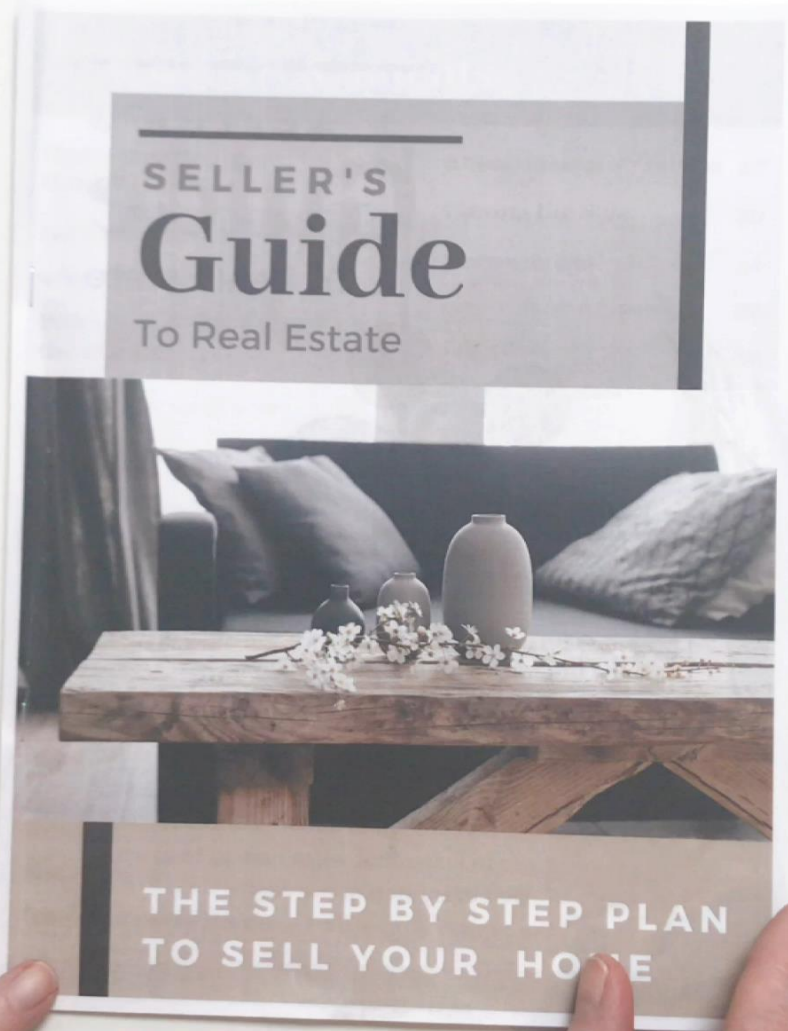


43-page Seller's Guide

- *Door knocking gift*
- *On your website*
- *Listing Appointments*
- *Email signature*
- *Online lead generation*



DarrylSpeaks.com/Trial



DarrylSpeaks.com/Trial

Power Agent®

(Value Option #1):

I wanted to let you know that one of things I'm also doing for my neighbors is I'm offering a free report on _____. I understand you folks may not be selling right now, but if you ever do, this is really good information to have.



Over the Phone...



FREE MARKET ANALYSIS!

If you are thinking of selling or just want to know what the **value** of your **property** is in today's market over the phone, just give me a call and answer a few questions:

- the size of the property,
- number of bedrooms,
- annual taxes,
- amenities of the house, etc.

And... *you may qualify for a free inspection!*

(AGENT
PHOTO
HERE)

Call (Company Name here) and ask for NAME HERE.
Telephone ###-###-####

Mr. and Mrs. Hunna Hunna
123 Main Street
Anywhere, NY 12345

Dear Mr. and Mrs. Hunna Hunna,

Your home is one of your most important assets. Here, at Power Realty, we believe that every homeowner should have an annual Home Checkup on the value of their property.

In today's busy world, it's sometimes hard to find a time where someone can physically come over and see the home. That's why we created an Over the Phone Market Analysis. That's where we can take a few moments on the telephone where I can ask you a quick series of questions, such as the number of bedrooms and bathrooms, etc. that I can use to plug your information into our sophisticated system to create an up-to-date value for your property.

If you have not yet had an annual value report done for YOUR home, please feel free to call or text me today to schedule that quick call to get you the information you need! I'm here to help!

Warm regards,

www.DarrylSpeaks.com/Trial



The Top 10
Prospecting

Scripts For Spring

9. Door Knocking Your Farm Dialogue

DarrylSpeaks.com/Trial

DOOR KNOCKING YOUR FARM DIALOGUE

Power Agent®: *Hi, I'm Darryl Davis from Power Realty. How are you?*

Owner: *Fine.*

Power Agent®: *I hope I've not interrupted you. The reason why I'm stopping by is to let you know I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?*

Owner: *Yes.*

Power Agent®: *Great. I also wanted to introduce myself. Here is (give something of value or a gift).*

If there is anything I can never do for you and your family in regard to real estate, my number is on the bottom of (what you just gave them.)

Oh, by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that offers two things: First, it shows how much your neighbors paid for their home, and second, based on that information, gives you a value range for your property's worth. We believe this is really important because a home is usually one of a family's most important assets and just like a stock portfolio, periodically you should get an update on the value of your assets. Is that something you would be interested in?

Owner: *Yes.*

Power Agent®: *Great. The first step is to take a quick look through the home, get some information about square footage, etc. and then I can put that report together. When is a good time to take the nickel tour? 😊*

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



/DarrylSpeaks



DarrylSpeaks.com/Trial

DOOR KNOCKING YOUR FARM DIALOGUE

Power Agent®: *Hi, I'm Darryl Davis from Power Realty. How are you?*

Owner: *Fine.*

Power Agent®: *I hope I've not interrupted you. The reason why I'm stopping by is to let you know I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?*

Owner: *Yes.*

Power Agent®: *Great. I also wanted to introduce myself. Here is (give something of value or a gift).*



The Top 10
Prospecting

Scripts For Spring

10. Vacant Property Dialogue

VACANT PROPERTY DIALOGUE

Step 1 Identify

I'm calling about your property on (address).

Step 2 Introduce

Hi, this is Darryl Davis from Power Realty, how are you?

Step 3 Clarify

The reason I'm calling is I see that your house has been sitting empty for a long while and I was wondering, if I had someone who wanted to buy it at a nice profit, would that be something you'd be interested in?

Step 4 Build a Relationship

Ask rapport building questions that any buyer would ask such as number of bedrooms, condition, how long they've owned the house, etc.

Step 5 Confirm the appointment

*What time and date look good for you this week?
I can be available Tuesday at six, or Wednesday after three.*

For more dialogue and/or training sessions,
call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



DarrylSpeaks.com/Trial

VACANT PROPERTY DIALOGUE

Step 1 Identify

I'm calling about your property on (address).

Step 2 Introduce

*Hi, this is Darryl Davis from Power Realty,
how are you?*

Step 4 Build a Relationship

Ask rapport building questions that any buyer would ask such as number of bedrooms, condition, how long they've owned the house, etc.

Top 10 Projects to Increase Your Home's Value



Updating Plumbing & Electrical
260% ROI



Bathroom Remodeling
168% ROI



Kitchen Remodeling
168% ROI



Painting
112% ROI



Flooring
102% ROI



Outdoor Maintenance
83% ROI



Deck
78% ROI



Basement Remodel
75% ROI



Replace Windows/Doors
70% ROI



Roof Replacement
67% ROI

Sources: LendingTree.com, SeekingAlpha.com

Agent Contact Info Here.



DarrylSpeaks.com/Trial

REPAIRS TO CONSIDER BEFORE SELLING YOUR HOME

Here are some common repairs to consider before negotiating a sale:

- **Fogged windows.** Fogged windows are a result of moisture buildup in between panes where the seal has failed. Though functional, foggy windows look dirty. Consider repairing or replacing fogged panes as needed.
- **Leaking jet tubs/faucets/showers.** Check jet tub systems, faucets and shower fixtures for leaks prior to listing your home to ensure no plumbing issues surprise you during a home inspection.
- **Rotting wood on exterior trim.** Splitting or rotting boards on the exterior of your home can make it look shabby. Consider replacing, caulking and painting them to refresh your home's appearance.
- **Split or missing roof shingles.** Buyers tend to shy away from roofs that need repairing. Consider the level of repair, cost, market conditions, comparable sales and how quickly you want to sell before making a repair decision.
- **Loose hand or deck rails.** Buyers can pay a lot of attention to handrails, so bypassing this safety issue may result in a lost offer. Fixing wobbly rails ensures safety and satisfies a sharp-eyed buyer.
- **HVAC units.** HVAC units are a big concern if they're not working, as they're expensive to replace. Consider having the unit cleaned and serviced. At a minimum, change the air filter and make sure the unit is operating properly.
- **Light bulbs.** Home inspectors have written "see licensed electrician" in their reports solely due to bulbs missing or not working. To avoid the impression that there may be a major electrical issue with your home, simply change your burned-out light bulbs. Also, be sure to use bulbs with the correct wattage.
- **Dirty spaces.** Even if repairing, replacing or repainting is too costly, make sure you clean walls, floors, carpets, bathtubs, showers, kitchens and driveways to make your home look clean and ready to sell.

*Need to make sure your home is ready to sell?
I can help - Call me today!*

Agent Contact Info / Photo(s) Here.



DarrylSpeaks.com/Trial




Objection Handling



Playing with Buyers



Power Logo



Prospecting



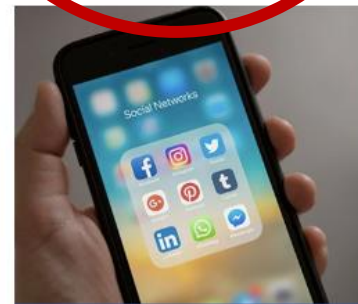
Recommended Vendors



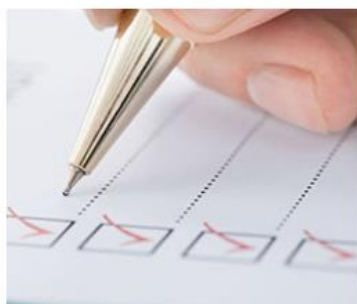
Servicing Sellers




SMILE Techniques




Social Media Shareables



Time and Money Management



Webinars On Demand



Store



Facebook

Dialogue

INTRO CALL TO YOUR FARM DIALOGUE

Power Agent's: Hi, this is Darryl Davis from Power Realty. How are you?
Owner: Fine.
Power Agent's: I hope I haven't interrupted you. The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Owner: Yes.
Power Agent's: (Voice Option #1) I wanted to let you know that one of things that are also selling for my neighbors is their report card.
Power Agent's: (Voice Option #2) One of the things we're offering is a service to the community is a Free Over-The-Phone Market Analysis. We believe in a really important feature a home is usually one of a family's most important assets and you like to make a purchase, particularly you should get an outside opinion on the value of your assets. We're offering a simple Over-The-Phone Market Analysis. Here's how it works - I ask some questions about the house, and then you go back to the computer, do a market analysis, and call me back with the results. Do you have some time for me to do this with you now?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

DOOR KNOCKING YOUR FARM DIALOGUE

Power Agent's: Hi, this is Darryl Davis from Power Realty. How are you?
Owner: Fine.
Power Agent's: I hope I haven't interrupted you. The reason why I'm stopping by is I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Owner: Yes.
Power Agent's: Great. I also wanted to stop by and introduce myself. Here is a copy something of what we're going to do.
Power Agent's: If there is anything I can cover do for you and your family in regard to real estate, my number is on the bottom of that card you just gave them.
Owner: Oh by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that shows 2 things that it shows you how much your neighbors paid for their home and second, based on that information, gives you a value range on what your property is worth. We encourage all homeowners to do this once a year because for most people that have a one of their most important assets, and just like a stock portfolio, periodically you should get an update on how your portfolio is doing. Is that something you would be interested in?
Owner: Yes.
Power Agent's: Great. The first step is to take a quick look through the home, get some information about square footage, etc., and then I can put that report together. When is a good time to take the report home?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

EXPIRED DIALOGUE

Step 1 Identify: Hello, my name is Mr. Jones?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarity: The reason I'm calling is that I noticed your house expired from the Multiple Listing Service, and I have some important information about that.
- Yes, have you put it back on the MLS? - No, did you call it?
Step 4 Renew Their Commitment: I am looking for a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't show up when I called it.
Step 5 Intake Action: We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

EXPIRED VOICEMAIL DIALOGUE

Hi, this is Darryl Davis from Power Realty!
Power Agent's: The reason I'm calling is that I noticed that your house has expired from the Multiple Listing Service, and I have some important information about that.
Owner: I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

FSBO DIALOGUE

Step 1 Identify: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarity: The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build A Relationship: I am looking for a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't show up when I called it.
Step 5 Intake Action: We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

FSBO VOICEMAIL DIALOGUE

Hi, this is Darryl Davis from Power Realty!
Power Agent's: The reason why I am calling is that I noticed you are selling your house, and I have some important information about that.
Owner: I might even have somebody who might be interested. I'm not too sure because I need to get some more information from you first. Please call me back.
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

NEW LISTING IN THE AREA DIALOGUE

Step 1 Identify: Hello, my name is Mr. Jones?
Step 2 Introduce: Hi, this is Darryl Davis from Power Realty. How are you?
Step 3 Clarity: The reason I'm calling is that I saw your house had just come up for sale in the area and because of that, we're expecting a lot of buyers are going to want to see it in the neighborhood. So, I'm wondering if you would be willing to let me stop by and take a look at the house?
Step 4 Ask respect looking questions: Are you still looking for a buyer?
Step 5 Intake Action: We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

FOR RENT BY OWNER DIALOGUE

Step 1 Identify: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarity: The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build A Relationship: I am looking for a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't show up when I called it.
Step 5 Confirm the Appointment: We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

ORPHAN ADOPTION DIALOGUE

Step 1 Identify: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarity: The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Find Out What They're Committed To: I am looking for a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't show up when I called it.
Step 5 Intake Action (Choose One): We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

BOOK OF BUSINESS UPDATE DIALOGUE FOR ADMS

Many agents have boxes and boxes of files, or outdated records, and find themselves now needing updated client records that include current DNA, addresses, What works? Hire an advisor or a temp to list the phones. You can track the task down into a daily number of calls until the files are updated.
Power Agent's: Hi, I'm calling for agent [Name], your real estate neighborhood expert. We are updating our client records, and I wanted to see if it would be all right for me to update the information we have and update your file. Do you have a minute?
Owner: Yes, of course. I'd be glad to help. How would you like to update?
Power Agent's: Name: _____ Address: _____ Cell phone: _____ Email: _____
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify: Hello, my name is Mr. Jones?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarity: The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build A Relationship: I am looking for a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't show up when I called it.
Step 5 Intake Action (Call & Match): We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com

VACANT PROPERTY DIALOGUE

Step 1 Identify: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarity: The reason why I'm calling is to let you know that I've been sending you some information about the market to keep you informed about what's going on in your neighborhood. Have you been getting that information?
Step 4 Build A Relationship: I am looking for a copy of your listing on the Multiple Listing Service, and I'm a little surprised it didn't show up when I called it.
Step 5 Confirm the appointment: We don't understand this completely. Something is going on, but let me ask you this. If I had a buyer who was willing to pay the price that you need to make this a success, and we can call you get you to the house?
For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-393-3903 www.ThePowerProgram.com



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BONUS MATERIAL

DarrylSpeaks.com/Trial

Postcards



DarrylSpeaks.com/Trial

Postcards

In a prominent **MarketWatch** article, Spencer Rascoff, Zillow's former CEO said, "We call it a *Zestimate* and not a *Zeppraisal* and not a *Zeprice*. It's meant to be a starting point. To determine a more **ACCURATE** opinion of a home's value, **you should hire a real-estate agent.**"

Zestimates is merely a successful marketing tool to catch people's attention, but you should not rely on it to determine the value of your home.

Postcards

Buyers, banks, title companies, etc. do not use Zetimates... or even estimates. They use specific data and a formal appraisal to determine your home's value. As a licensed real estate agent of the State, I have access to that data, and I am happy to share it with you in my Neighbor Market Report.



For this free Neighborhood Market Report, call or text me at 555-555-5555!

Agent Name, *Power Agent*[®]



** A **Power Agent**[®] is a member of an exclusive program of dedicated professionals (less than 1% of agents across North America) committed to helping buyers and sellers get to their next level in life.*

DO NOT DISTURB



**I'M MAKING IT
RAIN!**



DarrylSpeaks.com/Trial

DO NOT DISTURB



**I'M PLANTING
SEEDS OF SUCCESS**



DarrylSpeaks.com/Trial

**DO NOT
DISTURB**



**I'M PROSPECTING
WITH PURPOSE.**

DarrylSpeaks.com/Trial

ACTIVITY	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Call 5 Past Clients							
Send 50 Letters							
Call 5 FSBOs							
Call 5 Expireds							
Call 5 Farm Residents							
Post Social Media Live Video							
Connect in Area Facebook Groups							
Get on Coaching Call							
Watch a Webinar							
Virtually Network With Your Team or Colleagues							
Host a Virtual Q&A							





POWER AGENT[®]

Coaching Members Private Group



SPECIAL

DarrylSpeaks.com/Trial



Only ~~\$197~~
\$47 a month

- **TODAY** the first 30 days is **ONLY \$5**
- **Complete access to the entire *Power Agent*[®] website**
- **BONUSES TODAY**
- **Cancel anytime**

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LIVE WEEKLY “POWER HOUR” COACHING CALLS EVERY MONDAY

- Don't have to figure it out on your own
- Problem solving & solution finding
- What's working and what's not for agents all over North America
- Get your “head straight” for the week



DarrylSpeaks.com/Trial



I love the Monday morning messages. It's my motivational wake up call (6am) to start my week off right! Big thank you for being the wind beneath my sails! 😊

Debra Slater-Frierson, Power Agent®
Exit Realty Consultants





WEBINARS ON DEMAND

- *Negotiating: How to Get An Offer Accepted in 24 Hours*
- *12 Reasons FSBOs Should Not Be a FSBO*
- *How to Generate a SURGE of Listing The Next 90 Days*
- *Playing With Buyers | Strategies to Double Your Income*
- *The Best Strategies to DOUBLE Your Income*
- *How to Master the Listing Appointment*



DarrylSpeaks.com/Trial



DEDICATED Power Agent[®] Facebook Group

- Never feel like you're flying solo again
- Support from agents all over North America
- Resource for referrals
- Feel connected and empowered



DarrylSpeaks.com/Trial



DEDICATED Power Agent® WEBSITE

- HUNDREDS of marketing and prospecting tools
- Farming and self promotion
- Objection handlers
- Scripts, dialogues, and how-to's
- Business plans and checklists
- Money management tools
- Negotiating tools
- Listing appointment must-haves



DarrylSpeaks.com/Trial

WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



Classroom for Power Agents

Unlock hundreds of Power Agent® results-producing training tools.




Coaching Calls

Connect to weekly coaching every Monday with these call codes.




CRM: Power Builder Tool

Get quick access to your Power Builder™ CRM and power up your sphere and farm.




Facebook Closed Group

Connect easily to your nationwide online Power Agent® Facebook Community.



Quick Guide & Tutorials

Get quick and simple tips for getting the most of your Power Agent Membership!




Profile & Billing

Edit your profile, photo, password and billing information quickly and easily.



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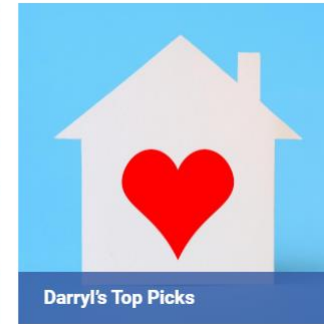
Buyers



Coaching Calls



CRM



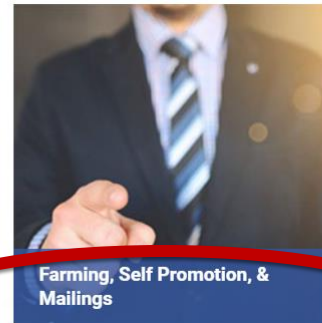
Darryl's Top Picks



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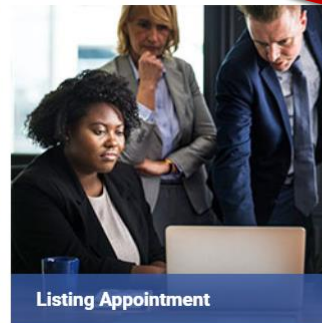
Farming, Self Promotion, & Mailings



Favorites



Infographics



Listing Appointment



Negotiating Offers

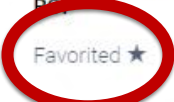


New Agent

DarrylSpeaks.com/Trial



10 Home Improvement Ideas for PowerPoints



8 Reasons to Hire an Agent

Favorite ☆



Committed to Children Infographic (PowerPoint)

Favorite ☆



10 Reasons to Sell Before the Year End New (PowerPoint)

Favorite ☆

TOTAL NUMBER OF HOMES	200	200	200
ESTIMATED MAILING COST PER YEAR	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00
ADDITIONAL MARKETING EXPENSE			
AVERAGE SALES PRICE	\$ 210,000.00	\$ 180,000.00	\$ 210,000.00
AVERAGE COMMISSION PER SALE (percentage of your average commission %)	\$ 4,200.00	\$ 3,240.00	\$ 4,410.00
TOTAL HOMES SOLD IN FARM NEIGHBORHOOD	20	20	18
NUMBER WITH 6% commission and 1.5% listed by total homes in farm (3.75%)	0.75	0.75	0.68
NUMBER WITH 6% commission and 1.5% listed by average commission 3.75%	\$ 750,000.00	\$ 648,000.00	\$ 756,000.00
ASSUMING YOU GET 50% OF THE LISTING	\$ 30,000.00	\$ 41,400.00	\$ 38,000.00
ROI	100%	100%	100%

Calculator- Farm Area Spreadsheet

Favorite ☆



10 Reasons to Sell Your House Before Year-End (PDF)

Favorited ☆



Calculator- Farm Area Tutorial Video

Favorite ☆



8 Great Reasons to Hire An Agent (PowerPoint)

Favorite ☆



Children's Moving Book

Favorited ☆



Cutting Commissions Graphic

Favorited ☆



Dialogue - Door Knocking For Your Farm Neighborhood

Favorite ☆



Dialogue - Intro Call to Farm Neighborhood

Favorite ☆

CLASSROOM

MAKE A SUGGESTION



Buyers



Coaching Calls



CRM




Darryl's Top Picks



Directory



Facebook



Farming, Self Promotion, & Mailings



Favorites

SEARCH RESULTS FOR: FSBO



Selling Yourself? Be cautious of the people you let into your home. As a real estate specialist, I vet and pre-qualify everyone who comes through your door.

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – Stranger Danger



Selling Yourself? Beware of overpricing. It will cost you time, exposure and the sale.
#PricelRight #ICanHelp

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – Overpricing



If you want MORE MONEY for your home with LESS stress? I've got you covered.

#GetItSold

I get homes sold for more.
Contact me today!



Social Media Graphic – FSBO – More for Your Home

Old FSBO for Telemarketer

Step 1. Identify
1) Hello, I am looking for _____

Step 2. Introduce
1) This is _____ and I am calling for _____ from POWER Realty, how are you today?

Step 3. Clarify
1) The reason why I am calling is because our records show that you tried selling your home _____ months ago. Is that correct?

Step 4. Find Out What They're Committed To
1) The reason why I asked is because _____ need a lot of home in your area around that same time, and they have sold.
2) Where were you folks planning on moving to?
3) Why there?
4) _____

Power Agent Telemarketer Script for FSBOs

PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify
May I speak with _____?

Step 2 Introduce
Well, it's Darryl Davis from POWER Realty. How are you?

Step 3 Clarify
The reason why I am calling is our records show you tried selling your home _____ months ago. Is that correct?

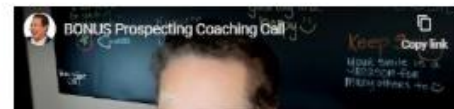
Step 4 Build a Relationship
The reason why I asked is because my company listed a list of homes in your area around the same time when you were selling and those homes all sold.
- Can I tell you, were you folks thinking of selling again?
- Where were you thinking of moving to?
- Why there?
- How long have you been living in this house?

Step 5 Invite Action (Mix & Match)

Dialogue – Old FSBOs & Expireds



No FSBO Should Be a FSBO (Video)



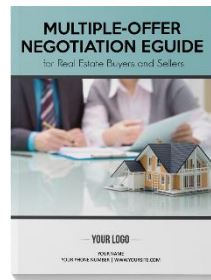
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Virtual Listing Presentation For Homeowners (103 Slides)
\$497



1+ Hour Coaching Video, How to Deliver a Listing Conversation
\$297



Customizable Multiple eGuide For Buyers & Sellers
\$97

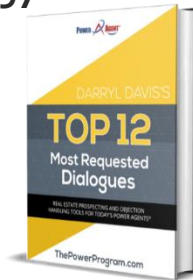
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**Power Agent
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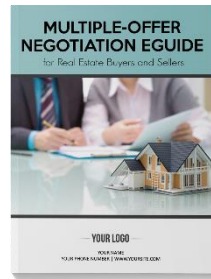
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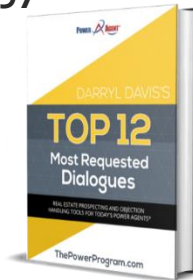
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