

WELCOME

to today's webinar:

Marketing Strategies To Finish The Year Strong!

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**
- ✓ **Write questions in the Q&A panel. We will answer the questions at the end of the first hour**

DarrylSpeaks



1-16 of 201 results for "darryl davis"

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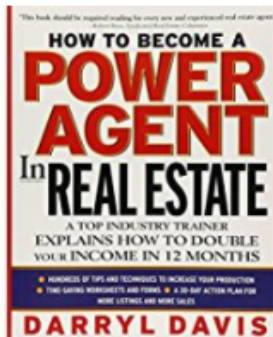
- Hardcover
- Kindle Edition

Word Wise

 Word Wise Enabled

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 Income

2002

by Darryl Davis

Hardcover

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

More Buying Choices

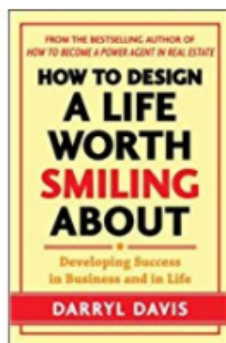
\$1.35 (141 used & new offers)

Kindle Edition

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

Other Formats: Digital

★★★★☆ ▾ 85



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

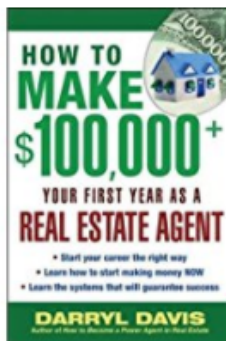
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How to Make \$100,000+ Your First Year as a Real Estate Agent Mar 26, 2007

by Darryl Davis

Paperback

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

More Buying Choices

\$2.29 (69 used & new offers)

Kindle Edition

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

Other Formats: Digital

★★★★☆ ▾ 14

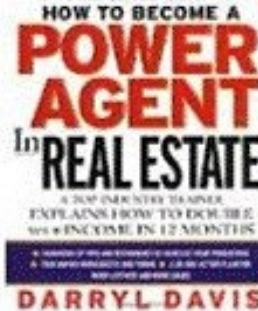
HOW TO BECOME A POWER AGENT In REAL ESTATE

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)

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Graw
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Professional



INSPIRATIONS

The Big-Hearted and Brave

Darryl Davis, CSP

**Chief Executive Officer
Darryl Davis Seminars**



WELCOME
to today's webinar:

**Marketing
Strategies To
Finish The Year
Strong!**





**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**
- **Complete access to the entire *Power Agent*® website**
- **BONUSES TODAY**
- **Cancel anytime**

DarrylSpeaks.com/Trial



Going Wide



**Going Wide
Vs
Going Deep**

POWER  AGENT[®]



1. Get Focused

DarrylSpeaks.com/Trial





Listing Inventory Chart

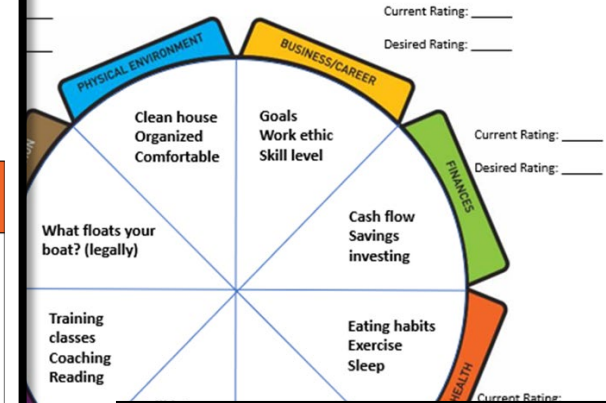
"Focus on building listing inventory by 1 a month!" ~Darryl Davis

21					
20					
19					
18					
17					
16					
15					
14					
13					
12					
11					
10					
9					
8					
7					
6					
5					
4					
3					
2					
1					
	Jan	Feb	March	April	May

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Living a NEXT LEVEL® Life! Life Goals Wheel

Ratings Scale: 1-10, 1=You Need Therapy 10=Life is Grand



Living a NEXT LEVEL® Life!

Life Goals Chart

Write Down Three Ways You Can Improve Each of These Vital Life Components

Physical Environment	Business Career	Finances	Health
1.	1.	1.	1.
2.	2.	2.	2.
3.	3.	3.	3.

Family and Friends	Romance	Personal Growth	Fun and Recreation
1.	1.	1.	1.
2.			
3.			

www.ThePowerProgram.com® **POWER PROSPECTING PLAN - Weekly Challenge**

POWERFACT: When your prospecting dwindles – so does your income. Agents often say, "I don't know what to do. I don't know where to find new business. I don't know how to get started." I get it. I've been there. Done that. Don't need another T-shirt-right? You need Leads. For the next four weeks, my challenge to you is to make at least five calls per day, working at least three of these prospecting lead sources. Print one copy of this per week and start keeping track! Learn the secrets behind each source at www.thepowerprogram.com/LeadSources. Ready? Go!

Name _____ Week Of: _____

Power Prospecting Source	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
Call Current FSBOs							
Call Current EXPIREDS							
Call FSBOs from 6 months ago							
Call EXPIREDS from 6 months ago							
Call Past Clients							
Call Houses for Rent							
Gold Call Around New Competition Listing							
SMILE STOPS with gifts							
Host Neighborhood Open House							
Call Vendors for Leads							
Call "Orphans"							
Post a Real Estate Update Video							
Call Old Friends							

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Your daily schedule

Stay on top of where you need to be and which tasks absolutely, positively must get done today.

today's date: _____

by, I must do:

must contact:

notes

6^{am} ○

7^{am} ○

8^{am} ○

9^{am} ○

10^{am} ○

11^{am} ○

12^{pm} ○

1^{pm} ○

2^{pm} ○

3^{pm} ○

4^{pm} ○

5^{pm} ○

6^{pm} ○

7^{pm} ○

8^{pm} ○

9^{pm} ○

10^{pm} ○

11^{pm} ○

12^{pm} ○

www.ThePowerProgram.com

My Next Level®

My life is full of abundance

HEALTHY AND HAPPY :)

MORE FAMILY TIME

Smile, happiness looks gorgeous on you.

I'm enjoying financial FREEDOM

Be the reason someone smiles today

DREAM BIG

TRAVEL

PROCEED AS IF SUCCESS IS INEVITABLE

Say yes to new adventures

Family Vacation

LAUGH

"Anything is possible in the future, you just haven't figured out how to do it YET." -- Darryl Davis

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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.



Objection Handling



Power Agent® Purpose



Prospecting



Servicing Sellers



SMILE Techniques



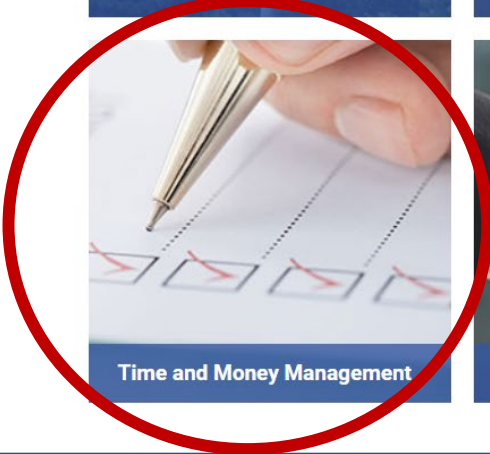
Social Media



Suggestions



Tech Tools & Training



Time and Money Management



Vendors We Recommend



Webinars On Demand



Store

Anything is possible in the future, you just haven't figured out how to do it yet. – Darryl Davis

My Next Level® VISION BOARD



TRAVEL



I am enjoying financial
FREEDOM



BE PRESENT



Be the reason
someone
smiles
today.



JOY SUCCESS

POWER AGENT®

Month	Listings	Listings Sold	Sales
January	● ● ●	●	●
February	●		
March			
April			
May			
June			
July			
August			
September			
October			
November			
December			



+ Invite



Mary Buddendeck

June 30 at 7:22 PM · 🌐

Check out this June Dot Board!!! Woohooooo 🥳🥳🥳🥳🥳🥳🥳🥳



View Insights

361 Post Reach >



You, Marty Sorrentino, Fred Schramm and 16 others

7 Comments

A community of like-minded real estate professionals eager to design lives and careers worth smiling about, servicing customers at their highest... See More

- Private**
Only members can see who's in the group and what they post.
- Visible**
Anyone can find this group.
- Global**
- General**

Popular Topics in This Group ⓘ

- #SmileDOSE
249 posts
- #FridayFunny
25 posts

Recent media

Deposit		
Deposit		
Loan Amount	issions	
Seller Credit to	ssion - Listing Agent to Th	
	ssion - Selling Agent to Ke	
	tion fee to Keller Williams	
Prorations/Ad		
Assessments		

See All

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							
Call Houses for Rent							
Cold Call Around New Competition Listing							
SMILE STOPS With Gifts							
Host Neighborhood Open House							
Call Vendors for Leads							
Call "Orphans"							
Call Old Friends							
Host a Virtual Q&A							

PROSPECTING METHODS



FSBOs
These people want to sell now



SEMINARS
How to seminars for buyers and sellers



EMAIL
Addresses, Subject Lines, Relevant Copy/Content



SOCIAL NETWORKING
LinkedIn, YouTube, Facebook, Twitter



EXPIREDs
These folks already show committment to sell



HOUSES FOR RENT
These folks may consider selling now.



NETWORKING
Professional Meetups & Business Groups



ADVERTISING
Pay-per-click, Media Buys, Forums & Blogs



REFERRALS
Current & Past Customers, Friends & Family, Professional Colleagues



MAIL
Old-school Physical Mailings



OLD FSBOs
There are people that tried 6 months ago and no one is calling them



NEIGHBORHOOD OPEN HOUSES
Invite neighbors over to new listing, generate free CMA appointments



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DarrylSpeaks.com/Trial

Sick and tired of
being sick and tired.

Today I will have a

BREAKTHROUGH!

DARRYL DAVIS
SEMINARS

Month:

Date	# Calls	#Conv	#Appts	Notes

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MY 30-DAY COMMITMENT

DAY	SELLER	BUYER
DAY 1		
DAY 2		
DAY 3		
DAY 4		
DAY 5		
DAY 6		
DAY 7		
DAY 8		
DAY 9		
DAY 10		
DAY 11		
DAY 12		
DAY 13		
DAY 14		
DAY 15		
DAY 16		
DAY 17		
DAY 18		
DAY 19		
DAY 20		
DAY 21		
DAY 22		
DAY 23		
DAY 24		
DAY 25		
DAY 26		
DAY 27		
DAY 28		
DAY 29		
DAY 30		



For the next **30 days**, I commit to talking to **two people per day**, at least one buyer and one seller, about real estate, so that I can take my business to my personal **Next Level®**.

My Photo

Signature



October



Committed to **Serving** - Not Selling, **Coaching** - Not Closing

SUN MON TUE WED THU FRI SAT

Notes:						<p>1 It's World SMILE Day! Practice a random act of kindness and be the reason someone smiles today!</p> <p>2 October is Fire Prevention Month! Stop by your area firehouse and deliver a basket of baked treats or sandwich tray and thank the crew for all they do!</p>
<p>3 It's National Get Organized week! Take an hour to put your plan in place for October. Print your Color Dot Board to use as a motivator.</p>	<p>4 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>5 Put up your Building My Empire Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>6 Join us at Noon Eastern for our Wednesday Webinar - Marketing Strategies to Finish the Year Strong. Register at: PowerAgentWebinar.com</p>	<p>7 Choose at least one strategy from the October SMILE Stops flyer to implement this month and plan a day to make it happen!</p>	<p>8 Research expires from 6 month ago and use the old FSBO -Expired dialogue in the Prospecting tab to call and see if they are still interested in selling!</p>	<p>9 Use the Call intro to Farm dialogue found in Prospecting to reach out to the folks in your neighborhood farm and let them know you'll be stopping by next week!</p>
<p>10 Is the RedX right for you? Check it out at DarrylSpecial.com and use code SMILE to start a free trial. Great resource for FSBO & Expired leads!</p>	<p>11 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>12 Put up your Prospecting Is My Super Power Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>13 Join us at Noon Eastern for our Wednesday Webinar - Buyer Beware: Why Homeowners Should List With You Register at: PowerAgentWebinar.com</p>	<p>14 It's National Dessert Day. Choose a lovely dessert and deliver to 5 great clients and let them know what a sweet treat it is to have them as a client.</p>	<p>15 Use the Expired voicemail dialogue found in the Prospecting tab and commit to making at least 5 calls.</p>	<p>16 Prepare November Newsletters to go out to your sphere and farm. If mailing, pop by the post office. If emailing, schedule to go out November 1st.</p>
<p>17 It's National Pasta Day! Treat a top client to a nice Italian dinner - or surprise your family with a night out!</p>	<p>18 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>19 Put up your Do Not Disturb Zombies sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>20 Join us at Noon Eastern for our Wednesday Webinar - How to Become a Fearless Listing Machine This Fall. Register at: PowerAgentWebinar.com</p>	<p>21 Pick one flyer or letter from the prospecting tab and send to at least 100 people in your market.</p>	<p>22 It's National Nut Day! Bring a Bag of Gourmet Nuts to Five Top Clients with a note, "I'm NUTS about helping my clients get the most from their investments!"</p>	<p>23 Become a master at prospecting dialogues that work! Download all the dialogue files from the prospecting tab and practice them this weekend.</p>
<p>24 Up your Open House Game! Review the How to Turn One Open House into a Surge of Listings webinar and choose at least 2 strategies to increase your business.</p>	<p>25 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code.</p>	<p>26 Put up your Fear Face Do Not Disturb sign and prospect for two solid hours today. Focus on serving, not selling.</p>	<p>27 Join us at Noon Eastern for our Wednesday Webinar - Top Tricks and Treats for Building a Solid 6-Figure Income. Register at: PowerAgentWebinar.com</p>	<p>28 Reach out to 15 people from your sphere. Let them know that markets are shifting and ask if they have any questions or if there is a way you can help them.</p>	<p>29 Contact 10-20 past clients and let them know that one of the services you provide is a Neighborhood Market Report, so they know the value of their home.</p>	<p>30 Call a family meeting to review calendars for November, Fall Events and the Holidays.</p>
<p>31 Happy Halloween! Deliver Halloween treats to at least 5 clients with a note, "Not tricks, just a treat to have you as a client!" Have some FUN!</p>	Notes or Important Dates to Remember:					

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10 Is TheRedX right for you? Check it out at DarrylSpecial.com and use code **SMILE** to start a free trial. Great resource for FSBO & Expired leads!

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PowerAgentWebinar.com

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15 Use the Expired voicemail dialogue found in the Prospecting tab and commit to making at least 5 calls.

16 Prepare November Newsletters to go out to your sphere and farm. If mailing, pop by the post office. If emailing, schedule to go out November 1st.

MONDAY MOTIVATION

YOUR ATTITUDE DICTATES YOUR ALTITUDE

Another benefit of your Power Agent® membership!

Hey Julia,

Happy Monday! Let's get this success party started! We are hearing lots of activity in the market. Agents are finally shaking off holiday mode and getting serious about goals. This is exactly why you've got to stay focused and ditch the distractions. Just as Darryl shared on last week's conference call, don't try to "do it all" - when you do, it's easy to get overwhelmed and not do anything.

Use your Power Week calendar to give you a daily focus - but also to write down the top three things you want to accomplish this week. Make that your *must-do* - and get it done early. That way the rest of the week feels like icing on the cake!

Wishing you a safe and happy week ahead with a lot to smile about. We're thinking of you!

Your Power Agent® Team

POWER AGENT® MY POWER WEEK: JANUARY 18TH TO JANUARY 24TH, 2021

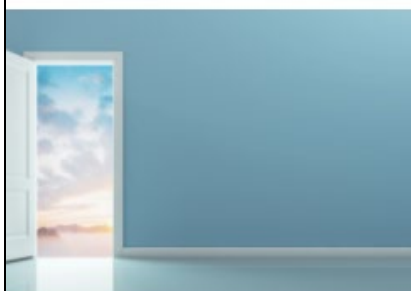
Monday	Tuesday	THIS WEEK:
<p>1/18 JOIN US FOR THE POWER HOUR WITH DARRYL COACHING CALL AT 11 EASTERN. CHECK THE COACHING CALL TAB IN CLASSROOM FOR ACCESS CODE.</p>	<p>1/19 IT'S NATIONAL POPCORN DAY! BRUNER A TIN OF GOURMET POPCORN - TO FIVE OF YOUR TOP CLIENTS WITH A NOTE THAT SAYS, "JUST WANTED TO POP BY AND SAY THANKS FOR BEING A CLIENT!"</p>	<p>TOP 3 THINGS I MUST ACCOMPLISH:</p> <p>_____</p> <p>_____</p> <p>_____</p>
<p>Wednesday</p> <p>1/20 PUT UP YOUR PROSPECTING IS MY SUPERPOWER SO NOT DIVERSE SIGN AND PROSPECT FOR TWO SOLD HOUSES TODAY. FOCUS ON SERVING. NOT SELLING.</p>	<p>Thursday</p> <p>1/21 CHECK OUT BOBBOROOM.COM TO CREATE VIRTUAL TOURS AND EDIT YOUR LISTING PHOTOS. HEAR TO TECH TOOLS AND TRAINING FOR A \$40 COUPON AND TRAINING VIDEO!</p>	<p>POWER AGENT TOOLS I WILL USE:</p> <p>_____</p> <p>_____</p> <p>_____</p>
<p>Friday</p> <p>1/22 CONTACT 10-20 PAST CLIENTS AND LET THEM KNOW THAT ONE OF THE SERVICES YOU PROVIDE IS A NEIGHBORHOOD MARKET REPORT SO THEY KNOW THE VALUE OF THEIR HOME.</p>	<p>Saturday</p> <p>1/23 IT'S NATIONAL PIE DAY! DELIVER A DELICIOUS PIE TO FIVE GREAT CLIENTS WITH A NOTE, "ANY WAY YOU SLICE IT - YOU'RE A GREAT CLIENT. THANK YOU!"</p>	<p>#1 THING I NEED TO LET GO OF:</p> <p>_____</p> <p>_____</p> <p>_____</p>
<p>Sunday</p> <p>1/24 IT'S NATIONAL COMPLIMENT DAY! CALL UP AT LEAST 5 PAST CLIENTS AND COMPLIMENT THEM ON SOMETHING THAT MAKES THEM UNIQUE AND SPECIAL TO YOU!</p>	<p>NUMBER OF PEOPLE/FAMILIES I WILL SERVE:</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>GRATITUDE LIST:</p> <p>_____</p> <p>_____</p> <p>_____</p>

DOWNLOAD MY WEEKLY PLAN

WEDNESDAY TRAINING

STRATEGIES, AND SKILL-BUILDING IDEAS

Another benefit of your Power Agent® membership!



How to Get In the Door...

Getting into real estate, one of my first brokers, Mac Levitt, was the one who taught me about FSBO's. He was a top producer, but he wasn't a great trainer. He would give me a list of things to do and I would try to break things down to instruct.

One time he was trying to train me, and I was calling FSBO's and not getting in the door. So I asked him, "What should I have said to get that appointment?" His response was "Get in the door." He had no dialogue suggestions, no scripts, no sales, he only ever said, "Just get in the door." It was frustrating, but it was the only way to learn to understand the point.

As a FSBO and they respond with "I have a friend in the business" or "I want to try selling on my own for awhile" then you need to be something that you need to focus on is to get in the door.

Nothing can ever happen on the phone.

[Read More](#)



REGISTER NOW

How to Double Your Income in 12 Months or Less

Wednesday, January 13, 2021
12-1 PM Eastern (9-10 AM Pacific)

Free Training!
Davis, CSP - Real Estate Coach & Trainer

Join us into some of the most effective tools and strategies of training and coaching agents. If you're ready for the stage for your personal Next Level® -

Join us on January 13th at Noon Eastern for **How to Double Your Income in 12 Months or Less** - an online training where we

show you how the Next Level® is so you can stay focused on your business.

Build your marketing machine and build inventory all year long.

Stay stay top of mind with potential clients, so you can

use management tools to balance family and work, and have fun in your business.

Get gig buyers and sellers to call you so you can

work with your colleagues, and let's work together in the best way possible. I'll see you online!

[nextlevelrealestate.com/online-training](https://www.nextlevelrealestate.com/online-training)

Join us to help!

POWER AGENT® TOOLKIT

FOR SUCCESS

Another benefit of your Power Agent® membership!

Are you're having a great week! For this Thursday's Tool Kit, we've put together an awesome new addition to your buyer's tools. You can share via email for your open houses, or save as a JPEG and put on your website to email a printable copy!

Click on the link below to download.

Click on the [Buyers tab](#) for more Buyer tools.

Click on the link here for you!

BUYING Checklist

- 1. RESEARCH SELLERS**
Find out if you qualify for a special loan, such as a VA, FHA, or HUD Home Buying Program.
- 2. RESEARCH MORTGAGES**
Request quotes from multiple lenders and comparison shop for home loans including pay rate, fees, and closing costs.
- 3. GET PREPARED FOR A MORTGAGE**
Get pre-approved for a mortgage.
- 4. MAKE A HOME SHOPPING LIST**
Get a head start by compiling your home wish list with the following:
Must-haves: such as require number of bedrooms and bathrooms.
Nice-to-haves: such as a home on cul de sac or a garden/shed workshop in yard.
Dream features: such as pro grade kitchen, appliances, or a hot tub off the master bedroom.
- 5. VISIT OPEN HOUSES**
Visit open houses and have your agent schedule private showings.
- 6. START HOUSE HUNTING**
Download the Trulia app to browse listings.

POWER AGENT®

POWER AGENT® STRATEGIES

FOR BUYERS AND SELLERS

Another benefit of your Power Agent® membership!

Are you're having a great week! For this Thursday's Tool Kit, we've put together an awesome new addition to your buyer's tools. You can share via email for your open houses, or save as a JPEG and put on your website to email a printable copy!

Click on the link below to download.

Click on the [Buyers tab](#) for more Buyer tools.

SALES PREDICTIONS

Sales are Heating Up!
Sales are expected to grow by 7% and prices are expected to continue to rise by 3.7%. - Danielle Hale, Chief Economist, Realtor.com



Millennials & Gen-Z
Younger Millennials and Gen-Z are becoming two of the hottest players entering the market.

The Real Estate Agent's **EZ BUSINESS PLAN**

1. Personal Survival Money Needed	
2. Business Survival Money Needed	
3. Income Tax	
4. Misc.*	
TOTAL MONEY COMMITMENT	

PERSONAL BUSINESS PLAN

Desired Income	(A) _____
Average Commission Per Side	(B) _____
Number of Sides needed to reach income (A+B=C)	(C) _____
75% Comes from Listings Sold Sides (Cx0.75=D)	(D) _____
25% Comes from BuyerSides (Cx0.25=E)	(E) _____
What % of Listings end up selling?	(F) _____ %
How many listings do you need to get per year? (D+F=G)	(G) _____
How many listings is that per month? (G+12=H)	(H) _____
How many listing appointments needed to get 1 listing?	(I) _____
Number of listings a month? (Answer is line H)	(J) _____
Number of appointments needed per month? (IxJ=K)	(K) _____
How many appointments a week? (K+4=L)	(L) _____
How many calls do you need to make to schedule 1 appt.?	(M) _____
Monthly # of appointments scheduled? (Answer is line K)	(N) _____
Number of calls needed to be made each month? (MxN=O)	(O) _____
How many calls a week? (O+4=P)	(P) _____

NAME:

TO BE COMPLETED BY:



CREATING A REAL ESTATE
BREAKTHROUGH

Planning for

**NOW Business,
FUTURE Business,
& Financial FREEDOM**

By Darryl Davis

DarrylSpeaks.com/Trial

CREATING A REAL ESTATE
BREAKTHROUGH

— *Planning* —
NOW Business
FUTURE BUSINESS
& Financial FREEDOM

By Darryl Davis



TODAY'S WEBINAR OFFER



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



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

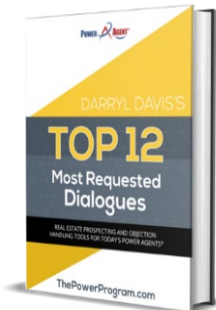


3-Part Breakthrough Business Plan (43 Pages)

TOTAL VALUE
\$1,896



New Agent Starter Success Kit (29 Pages) \$127



Darryl's Top 12 Most Requested Dialogues \$157

OFFER #	OFFER NAME	OFFER PRICE	OFFER DATE
1	John Doe	\$200,000	10/15/2023
2	Jane Smith	\$205,000	10/16/2023
3	Mike Johnson	\$210,000	10/17/2023
4	Sarah Lee	\$215,000	10/18/2023
5	David Kim	\$220,000	10/19/2023
6	Emily White	\$225,000	10/20/2023
7	Chris Brown	\$230,000	10/21/2023
8	Alex Green	\$235,000	10/22/2023
9	Mia Black	\$240,000	10/23/2023
10	Noah Gray	\$245,000	10/24/2023
11	Olivia Blue	\$250,000	10/25/2023
12	Liam Red	\$255,000	10/26/2023

Multiple Offer Spreadsheet \$97



Customizable Multiple Offer eGuide For Buyers or Sellers \$97

PLUS...

- Today's Slides - \$47
- Copy of **webinar** - \$47
- 30 days of *Power Builder CRM* - \$49



184 Ways An Agent Earns Their Commission \$47

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POWER  AGENT[®]



1. Get Focused

DarrylSpeaks.com/Trial



2. Prospect For LISTINGS

Get Premium to unlock powerful stock data

- See what top fund managers are buying
- More than a number - Get real insights into each stock's data
- Spend less time sifting through data and more time learning about companies

gurufocus

Get Started

Realtor.com® September Housing Report: Inventory Just Hit a 2021 High, Which Means More Choices for Fall Buyers

Write for GuruFocus

Submit an article

How to use GuruFocus - Tutorials

What Is in the GuruFocus Premium Membership?

A DIY Guide on How to Invest Using Guru Strategies

GuruFocus New Features

PRNewswire Follow

ASX:NWS	NWS	NWSA	ASX:REV
▼1.41%	▲+1.24%	▲+1.41%	▲+1.41%

Sep 30, 2021

U.S. inventory declines continued to shrink (-22.2% year-over-year) despite a dip in new listings in September

PR Newswire

SANTA CLARA, Calif., Sept. 30, 2021

SANTA CLARA, Calif., Sept. 30, 2021 /PRNewswire/ -- New housing data shows inventory hit a 2021 high in September, giving buyers more choices than they have had all year, according to the Realtor.com® [Monthly Housing Report](#) released today. Nearly one-third of the 50 largest metros continued to see increases in newly-listed homes compared to last year and in Austin, Texas; Portland, Ore.; Jacksonville, Fla.; and Washington, D.C., new listings were up more than 10% year-over-year.

Related Tickers

Ticker	Price	Day's Change %	Price Change
ASX:NWS	+	\$32.08	-1.41 0
NWS	+	\$23.59	1.24 0.29
NWSA	+	\$23.78	1.41 0.33

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



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



Register for the Next Webinar

Learn the latest Next Level strategies and solutions for agents.



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Connect to weekly coaching every Monday with these call codes.



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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!



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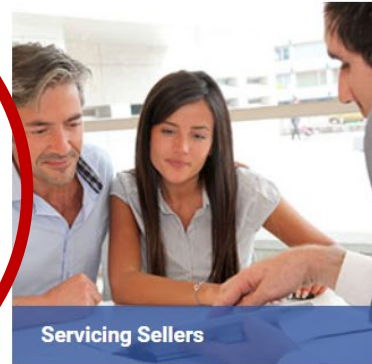
Objection Handling



Power Agent® Purpose



Prospecting



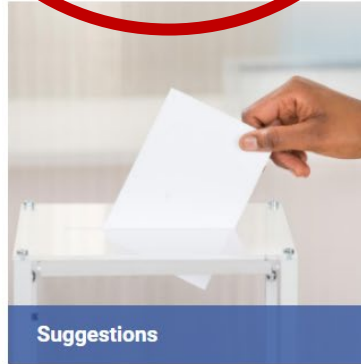
Servicing Sellers



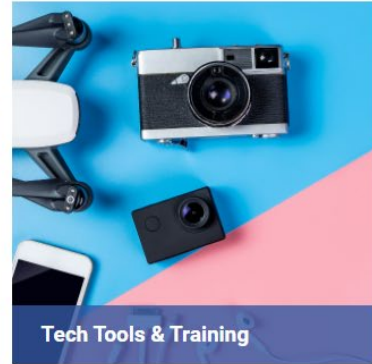
SMILE Techniques



Social Media



Suggestions



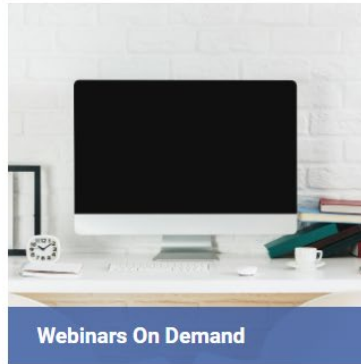
Tech Tools & Training



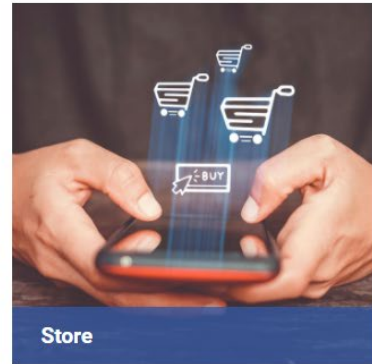
Time and Money Management



Vendors We Recommend



Webinars On Demand



Store

Dialogue

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 the things that I do for my neighbors is the offering of a free report on the value of your home. I understand you talk me not being 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 offer our clients is a complimentary 10- to 15-minute Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

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

DOOR KNOCKING YOUR FARM DIALOGUE

Power Agent: "Hi, this is Darryl Davis from Power Realty. How are you?"
Owner: "Yes"
Power Agent: "I hope I've not interrupted you. The reason why I'm stopping by 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: Great. I also wanted to stop by and introduce myself. Here is a give something of value or a gift.
If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them.
OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

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EXPIRED DIALOGUE

Step 1 Identify: Hello, my name is Mike Jones?
Step 2 Introduce: 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 of the MLS and was wondering if you still own it?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

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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 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](#)

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 Clarify: 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?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

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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.

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NEW LISTING IN THE AREA DIALOGUE

Step 1 Identify: Hello, my name is Mike Jones?
Step 2 Introduce: 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 just came up for sale in the area and because of that, we're calling 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?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. Is that something you would be interested in?**
Owner: "Yes"
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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 Clarify: 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?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. Is that something you would be interested in?**
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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 initial tour?"

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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 Clarify: 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?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

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BOOK OF BUSINESS UPDATE DIALOGUE FOR ADMINS

Many agents have boxes and boxes of files, or outdated records, and find themselves now needing updated client records that include current EMAs, addresses, what's next? Here is an answer or a script to let the phone. You can break the task down into a daily number of calls until the files are updated.
"Hi, I'm calling for agent [name], your real estate neighborhood agent. 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 moment?"
"Thank you!"
"Here's what we have, if you could let me know what we should change, we'd appreciate it!"
Name: _____
Address: _____
Cell phone: _____
Email: _____

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

PROSPECTING THE OLD FSBO DIALOGUE

Step 1 Identify: Hello, my name is Mike Jones?
Step 2 Introduce: Hi, this is Darryl Davis from POWER Realty. How are you?
Step 3 Clarify: 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?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

[For more dialogue and/or training sessions, call Darryl Davis Seminars at 1-800-395-3905. 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 Clarify: 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?
Yes: Have you put it back on the MLS?
No: Did you sell it?
Step 4 Bolts a Relationship: If there is anything I can save for you and your family in regard to real estate, my number is on the bottom of what you just gave them. **OK by the way, I'm also offering folks in the area a Neighborhood Market Report. It's a report that covers 15 things that affect your home's value and is based on the most important issues and just like a stock portfolio, probably you should get an update on how your portfolio is doing. 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 initial tour?"

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

Best Sources of Leads

1. FSBOs



DarrylSpeaks.com/Trial

DISCLAIMER



DarrylSpeaks.com/Trial



“I love Darryl’s FSBO Dialogue. I actually find that FSBOs are nicer than I thought. I listed 5 FSBOs in one weekend!”

Carmen Lacey-Billups
Howard Hanna Real Estate



DarrylSpeaks.com/Trial

Best Sources of Leads

- 1. FSBOs**
- 2. Expireds**



Best Sources of Leads

- 1. FSBOs**
- 2. Expireds**
- 3. Houses for Rent**



REDX™

Rocky 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 va-
cant rentals. easiest ad-



PRE FORECLOSURES

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



STORM DIALER

Call more people in
less time with our

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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www.ThePowerProgram.com



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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?

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



JOIN US!
**Power Agent®
Coaching Call**
Mondays at 11 AM Eastern

Power Agent®
Coaching Call
with Darryl

Every Monday | 11am Eastern

Call 646-876-9923 to join us.
Meeting ID: 987 4263 9514

Simply use this link to join on Mondays:
<https://zoom.us/j/98742639514>



**Power Agent®
Onboarding Q&A**
Every Tuesday
at 11 AM Eastern

Power Agent®
Onboarding &
Classroom Training

Every Tuesday | 11am Eastern

No Registration Required!

Simply use this link to join on Tuesdays:
<https://zoom.us/j/98742639514>



FREE ONLINE TRAINING
PRESENTED BY DARRYL DAVIS, CSP - REAL ESTATE COACH

**THE MARKET IS SHIFTING:
6 Ways to Generate
a Surge of Listings**

Wednesday, September 1, 2021
12-1 PM Eastern (9-10 AM Pacific)

The Market is Shifting:
6 Ways to Generate
a Surge of Listings

September 1, 2021 | 12pm Eastern

You are registered!

Please check your email for your join link.

[Get More Info](#)



FREE ONLINE TRAINING!

Presented by Darryl Davis, CSP - Real Estate Coach

**The 7 Must
Have Habits
to Succeed
in a Shifting
Market**

Wednesday, September 8, 2021
12-1 PM Eastern (9-10 AM Pacific)

The 7 Must-Have
Habits to Succeed
in a Shifting Market

September 8, 2021 | 12pm Eastern



FREE ONLINE TRAINING!

**STOP Wasting Money
with Online Leads:**

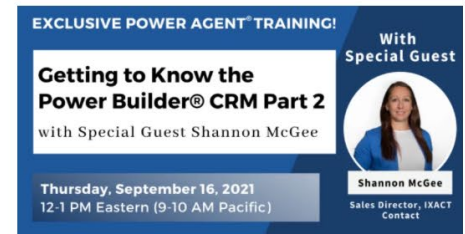
How to Master the Telephone &
Generate **100k** a Year

Presented by Darryl Davis, CSP - Real Estate Coach

Wednesday, September 15, 2021
12-1 PM Eastern (9-10 AM Pacific)

How to Master the
Telephone & Generate
100k a Year

September 15, 2021 | 12pm Eastern



EXCLUSIVE POWER AGENT™ TRAINING!

With
Special Guest

**Getting to Know the
Power Builder® CRM Part 2**
with Special Guest Shannon McGee

Thursday, September 16, 2021
12-1 PM Eastern (9-10 AM Pacific)

Shannon McGee
Sales Director, iXACT
Contact

Getting to Know
The Power Builder®
CRM Part 2

September 16, 2021 | 12pm Eastern

Best Sources of Leads

- 1. FSBOs**
- 2. Expireds**
- 3. Houses for Rent**
- 4. Past Clients**



#1 Agent Most Homes Sold on Long Island



P.S. - HER BOOK OF
BUSINESS IS NOW
OVER 1,100
AND GROWING.

**Annette Mina
Douglas Elliman**

DarrylSpeaks.com/Trial

Post-Closing BONDING PROGRAM Checklist

PRIOR TO CLOSING

- Give client Easy Move Book
- Request testimonial letter

MOVE IN DAY/DAY AFTER CLOSING

- Call and check in...congratulations again and recommend local restaurant or stop by with restaurant information
- Drop by with a gift

3 DAYS

Handwritten thank you card

7 DAYS

Text "Hey Hunna Hunna. This is DD. Just checking in to see how you folks are settling in. If you need ANYTHING, just let me know."

14 DAYS

Gift Certificate #1

30 DAYS AFTER CLOSING

Gift Certificate #2

60 DAYS AFTER CLOSING

Gift Certificate #3 or SMILE Stop

90 DAYS AFTER CLOSING

Local real estate MLS stats

90-365 DAYS AFTER CLOSING

Monthly eNewsletters

12 MONTHS

HUD Closing Form

Post Closing Bonding Program

Mr. & Mrs. Hunna-Hunna
1010 Umpty Umpt Lane
Power City, NY 12345

I'm Sorry LETTER

Dear Hunna-Hunna:

You might be thinking *We never hear from AGENT'S NAME much anymore...* or even wondering *"What ever happened to AGENT'S NAME?"*

I'm writing to you today to apologize for my inconsistent follow up effort. I think about you often but get so busy helping the families I am working with now. It seems I never get around to staying in touch with you and I'm embarrassed.

I have been reviewing my business and it is apparent I have basically neglected you since you purchased your home from me. Again, I offer my apologies; I value you as a person and as a client for life.

Recently, I have had a major shift in my mindset. I realize that the relationship I had with you in the past was very meaningful. At one time you were more than just a customer, but also a friend. I want to rekindle that friendship.

As part of my new mindset, I want to stay in touch with you regularly. In the meantime, if I can be of any assistance to you now, please feel free to call me. If not, I'll be calling you again soon.

Sincerely

Sincerely,
Darryl Davis, 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.

PAST CLIENT CHECK-IN CALL



1. "Hunna, this is _____ how are you?!"

2. "Recently I was thinking about my past clients and 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 real estate hotline"

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call Darryl Davis Seminars at 1-800-395-3905
www.ThePowerProgram.com



/DarrylSpeaks



DarrylSpeaks.com/Trial



1. "Hunna, this is _____ how are you?!"

2. "Recently I was thinking about my past clients and 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 real estate hotline"



Visit With Your Top 50

DarrylSpeaks.com/Trial



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 a LOT!! for being an awesome client!"
- Extra gum package wrapped in a yellow paper bag with a tag or sticker that reads, "The gift of gum between ordinary and extraordinary is that one extra. 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 top referrals!"
- Jar of nuts with gift tag that reads, "For the holiday feast in real estate - call me!"
- 2-3 highlighters in a cellophane bag with a bow and tag that says, "Highlighting with clients is always the highlight of my real estate career! So here is your next one!"
- A kitchen cutter with nuts attached: "Happy you visit & I hope the resources you need get top value for your home!"

SMILE Stops – 10 Referral Worthy Ideas

Favorited ★



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 ☆

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 best trees).

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 nurture your connection and trust.

They are designed to help you:

- Be Service Based on service not selling!
- Meet face-to-face!
- Include them in what you're doing by asking questions!
- Leave behind a token of gratitude!
- Celebrate the relationship!

6 Smart SMILE STOPS Strategies for Agents:

- 1 National Golf Month:** Invite 3 great clients for a foursome round of golf on in honor of golf month and let them know how much you appreciate them! Look for invitation templates in Family & Self Promotion.
- 2 National Florida 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 saying thank you. Meet for with "Look for invitation templates in Family & Self Promotion."
- 3 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 with a real of a customer! Call if you need anything!"

SMILE Stops – August

Favorite ☆

December SMILE STOPS Ideas for Agents



- "Love singing 'connected with great people/clients like you! Happy Holidays!' Extension cord"
- "Thank you for helping me 'temp' on a great year serving you and your referrals!" Wrapping Paper
- "Wishing you happy holidays!" Red or Green Whisk
- "Merry Christmas to all, and to all a good night!"
- "May you stay a little longer!"
- "May your days be..."

Smile Stops – December

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, also by "no great stars" homes with a nice thank you card that reads, "I'm thinking of you a little. Thanks for being such a wonderful client! Enjoy your day!"
- 9th - National Pizza Day:** Who doesn't love pizza? Stop by five great client homes with a pizza cutter, a coupon for your favorite local pizza, and a note, "Hey you you about it... you're an amazing client! Enjoy your happy day!"
- 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 heart of my business! Thank you for being a great client!"
- 18th - National Wine Day:** Stop by five clients with a nice bottle of wine and a note that says, "Cheers to your happy home! Thank you for being such an awesome client!"
- 26th - National Potatoes Day:** Stop by five clients with a bag of potatoes and a note that says, "You're a real potato! Thank you for being so awesome!"

SMILE Stops – February

Favorite ☆



SMILE STOPS Ideas for Agents for June:

- 1 National Rose Month:** Stop a rose or two in a nice bag with a note that says, "I'm thinking of you a little. Thank you for being such a wonderful client! Enjoy your day!"
- 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 you got your scoop on the real estate market - I'm here for you!"
- June 16th - National Ping Pong Day:** Capture small agents or anyone on your neighborhood lists in stop by the great client homes with a note that says, "I'm thinking of you a little. Thank you for being such a wonderful client! Enjoy your day!"

SMILE Stops – June

Favorite ☆

3 Ideas for March SMILE STOPS

- 6th 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 wine and chips to five top clients with a note, "¡Feliz Mayo! Celebrate with me! Thanks for being amazing. Happy Cinco de Mayo from your Neighborhood Real Estate Specialist!"
- Nurse's Day (May 12th):** Stop by your local hospital or the local physicians offices with a basket of fruit, business cards, and a note card that says, "For all you do to help keep the members of our community happy and healthy - a great thank you! Happy Nurse's Day from your Neighborhood Real Estate Specialist!"
- Mother's Day (May 15th):** Pick up extra fruit from your client list and also stop by with a bottle of champagne for handful of buyers with a nice note, "Mama appreciate the world's most amazing parent! Happy Mother's Day from your Neighborhood Real Estate Specialist!"
- National Berberque Month:** Stop by all four top clients with a bottle 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.ThePowerCoach.com

SMILE Stops – May

Favorite ☆

SMILE STOPS Ideas for Agents for September:

- Early Safety Month:** Call together 4 or 5 local agents and participate with a local children's center and host a safety activity week. Share updates: "It's time to head back to school!"
- National Honey Month:** Pick up some jars of real or organic honey and deliver to five top clients with a note that says, "Thanks for being the 'Sweet' Knows of a client! If you had the sweet market to go - give me a call!"
- Little League Month:** Consider sponsoring a little league team in your market area. Even just one jersey may be a challenge to help them see the picture. The champion would be YOU!
- September 9th - Open Plan Day:** Follow clients at each event to your favorite local pizza place to five clients with a note that says, "Hey, it's pizza day - it's the ultimate client! It's Home! Pizza Day - who, what, and how... for you! Thanks for being a real client! I can't live without you - call me!"
- September 14th - Green Plant Good Day:** Offer up five local businesses with nice outdoor, decorative, and beautiful plants, one for each of your clients with a note saying, "Happy National Green Plant Good Day! You & I are the 'Real Estate' on the real estate market - affecting your buying and selling game, give me a call!" include lists of business cards.
- September 18th - Cheeseburger Day:** Invite a great client to lunch today. Give them a call in advance and say, "Hey, the 18th - National Cheeseburger Day is here to give lunch and catch up on life. See you soon!"
- September 30th - Johnny Appleseed Day:** Set up a basket of apples to five clients with a note, "Thinking of you today and I can't wait to see you! Happy Johnny Appleseed Day! If there's anything I can do to help you and your team - not real estate stuff, give me a call!"

SMILE Stops – September

Favorite ☆

SMILE STOPS

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- Leave behind a token of gratitude!
- Celebrate the relationship!

6 Smart SMILE STOPS Ideas for Agents for Spring:

- 1 Looking for small green gift bags and fill with several bags individually packaged (better services) with a note that says, "Good things are the rainbows - happy and lucky to see. Thank you for your business!"**
- 2 Personalized Easter Peeps in a cellophane bag with a note saying, "Happy Easter! Get real estate questions? Here you peeps get them!"**
- 3 Books of Business:** Put small packets in a small flower pot and with a ribbon. Add a note that says, "The seeds of relationships grow when trust is cultivated and nurtured. Thank you for trusting me with your real estate business!"
- 4 Blooming:** Purchase thousands of cut flowers or small pots of flowers and attach a note, "Business & 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, "Get 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 pop-it with ribbon and note, "I help people keep their COOL when buying and selling homes! I'm here if you need anything!"
- Beach ball with a note, "Wishing a ball-busting people with their real estate needs. I'd love to help you beat the heat!"
- Toy sand filler with a note, "I 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 cones, "If you ever want the SCOOP on the real estate market, call me! I'm happy to help!"

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www.ThePowerCoach.com

SMILE Stops – Summer

Favorite ☆



December **SMILE STOPS™** Ideas for Agents



"Love staying 'connected' with great people/clients like you! Happy Holidays!"
- Extension cord



"Thank you for helping me 'wrap' up a great year serving you and your referrals!"
- Wrapping Paper



"Whisk'ing you happy holidays!" - Red or Green Whisk



"Merry Christmas to all, and to all a sweet bite!"
- Baked goods



"Any way you slice it, I'm thankful for your referrals!"
- Holiday Pie



"May your days be merry and bright! Happy Holidays!" - Flashlight

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.

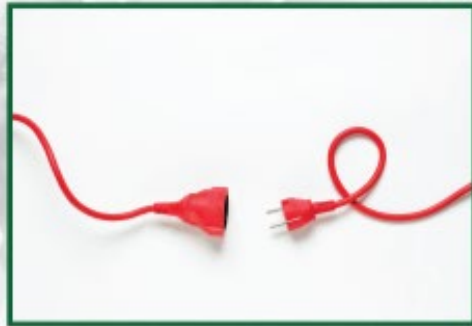
They are designed to help you:

- 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

December **SMILE STOPS™** Ideas for Agents



"Love staying 'connected' with great people/clients like you! Happy Holidays!"
- Extension cord



"Thank you for helping me 'wrap' up a great year serving you and your referrals!" -
Wrapping Paper



"Whisk'ing you happy holidays!" - Red or Green Whisk

Best Sources of Leads

- 1. FSBOs**
- 2. Expireds**
- 3. Houses for Rent**
- 4. Past Clients**
- 5. Orphans**



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.

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



DarrylSpeaks.com/Trial

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TODAY'S WEBINAR OFFER



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



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

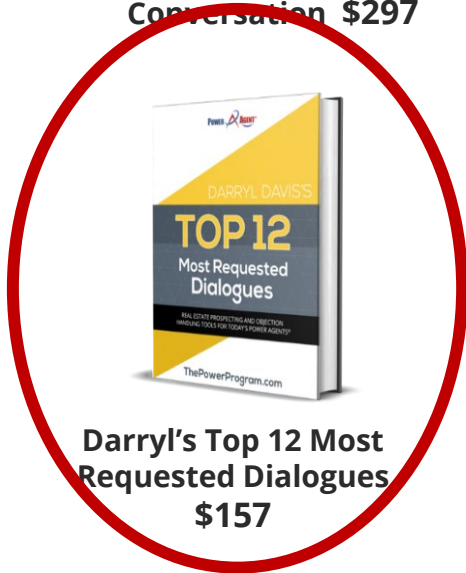


3-Part Breakthrough Business Plan (43 Pages)

TOTAL VALUE \$1,896



New Agent Starter Success Kit (29 Pages) \$127



Darryl's Top 12 Most Requested Dialogues \$157

NAME	OFFER	DATE
123 Anywhere St	\$200,000	10/15/2023
456 Somewhere Dr	\$180,000	10/16/2023
789 Nowhere Ave	\$220,000	10/17/2023
1010 Everywhere Blvd	\$190,000	10/18/2023
1111 Anywhere St	\$210,000	10/19/2023
1212 Somewhere Dr	\$170,000	10/20/2023
1313 Nowhere Ave	\$230,000	10/21/2023
1414 Everywhere Blvd	\$160,000	10/22/2023
1515 Anywhere St	\$240,000	10/23/2023
1616 Somewhere Dr	\$150,000	10/24/2023
1717 Nowhere Ave	\$250,000	10/25/2023
1818 Everywhere Blvd	\$140,000	10/26/2023
1919 Anywhere St	\$260,000	10/27/2023
2020 Somewhere Dr	\$130,000	10/28/2023
2121 Nowhere Ave	\$270,000	10/29/2023
2222 Everywhere Blvd	\$120,000	10/30/2023
2323 Anywhere St	\$280,000	10/31/2023
2424 Somewhere Dr	\$110,000	11/01/2023
2525 Nowhere Ave	\$290,000	11/02/2023
2626 Everywhere Blvd	\$100,000	11/03/2023
2727 Anywhere St	\$300,000	11/04/2023
2828 Somewhere Dr	\$90,000	11/05/2023
2929 Nowhere Ave	\$310,000	11/06/2023
3030 Everywhere Blvd	\$80,000	11/07/2023

Multiple Offer Spreadsheet \$97



Customizable Multiple Offer eGuide For Buyers or Sellers \$97

PLUS...

- Today's Slides - \$47
- Copy of webinar - \$47
- 30 days of Power Builder CRM - \$49



184 Ways An Agent Earns Their Commission \$47

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POWER  AGENT[®]



2. Prospect For LISTINGS

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POWER  AGENT®



3. Do Open Houses

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DarrylSpeaks.com/Trial



[HIRE DARRYL](#)

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



21/09/30 - Risk Management for REALTORS

Favorite ☆



21/09/29 - How To Use the Upcoming Holidays to Generate More Business

Favorite ☆



21/09/23 - Creating Extraordinary Connections: The Key Between Gifting and Referrals

Favorite ☆



21/09/22 - How to Turn ONE Open House Into a STREAM of Listings

Favorite ☆



21/09/16 - Getting to Know the Power Builder CRM Part 2

Favorite ☆



21/09/15 - Master the Phones & Generate 100k a Year

Favorite ☆



21/09/08 - 7 Must-Have Habits to Succeed in a Shifting Market

Favorite ☆



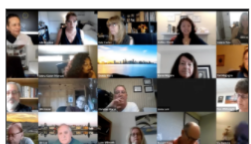
21/09/01 - 6 Ways To Generate A Surge of Listings

Favorite ☆



21/08/25 - How To Own Your Sphere & Farm Through Direct Mail Marketing

Favorite ☆



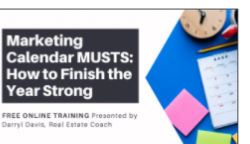
21/08/19 - Brainstorming Session 6

Favorite ☆



21/08/18 - How To Double Your Income In The Next 12 Months

Favorite ☆



21/08/04 - Marketing Calendar MUSTS: How to Finish the Year Strong

Favorite ☆

The 4 P's for a Successful Public Open House.....

- ☑ *Preparation*
- ☑ *Promotion*
- ☑ *Presentation*
- ☑ *Post Open House*

Open House Packing List

- Yard sign rider
- Feather Flags
- BRANDED directional signs (use Google map to plan)
- Sign in sheets
- Property Brochure/Flyer
- Property survey
- Property Floor plan
- Bluetooth speaker
- Validation Pieces:
- Extra Masks and shoe covers
- Scented candles
- Mortgage Sheet
- Have comps if your house is priced well, but do not give them out...ask if they want them emailed
- USB drives and QR code cards



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- USB drives and QR code cards

USB Flash Drives

Power

Audio

Drinkware

Accessories

Health

100% Custom Designed

Corporate Gift Sets



The Key USB Flash Drive

[Customize Now](#)

or

[Quick Quote](#)

Under 200 units. Check Out Instantly.

Get a Custom Quote for **over 200** units.

6h 33m 14s to ship your order Today



Built in the USA



Next Day Delivery



Lifetime Warranty



Hassle-Free Returns

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Welcome! Please Register...

Name _____

Address _____ City _____ State ___ Zip _____

Phone _____ email _____

How did you learn about this open house?

- Newspaper ad Sign Other
 Internet REALTOR® _____

What is your time frame for purchasing a home?

- Plan to buy now Not sure
 Within 6 months Within one year

Are you currently working with a real estate agent?

- Yes No Name of Agent _____

Would you like a FREE Up-to-Date market analysis on your home?

- Yes No

Please list any special needs you may have or your comments about this home...

Thank you for registering!



Agent Name
Company
Phone
email



**Give this to
people on a
clipboard
while they
are waiting
outside**



Post Open House

- **Send a text if the house didn't work, you have other that might be interesting**

Hello [Prospect name],

Thanks for stopping by on Sunday. I wanted to check in and ask if I can answer any questions for you about [Insert address]. Also, I thought I'd share a few other similar properties for sale in the area. I'd be happy to set up appointments to view those properties if you're interested:

- Property 1
- Property 2
- Property 3

Homes like these are spending approximately [insert number] days on the market, so let me know if you'd like to get a head start!

Regards,

[Your name]

Hello [Prospect],

Great to meet you at [address] last weekend. I hope you got a good feel for the house and the [benefit of the property -- i.e., great pool, huge master bedroom, beautiful view].

We had an overwhelming interest by many who attended so the seller will be hearing all offers this coming Tuesday. If you would like to write an offer, please contact me as soon as you can so I can assist you in helping win this home.

However, if this house did not fit your needs but you're interested in the neighborhood, I have another property available nearby. It has many of the wonderful qualities that [address] has, with a few surprises! I'd be happy to set up a private showing for you this week.

Thanks again for stopping by!

Regards,

[Your name]

A top-down view of a desk setup. A black smartphone is the central focus, lying on a spiral-bound notebook with a grid pattern. The phone's screen is white and displays the text 'Follow Up Calls to everyone' in a bold, black, sans-serif font. To the left of the notebook is a silver pen with a clear, glittery section. To the right is a white coffee cup filled with a frothy beverage, sitting on a matching white saucer. The background is a light-colored, clean desk surface.

**Follow Up
Calls to
everyone**

DarrylSpeaks.com/Trial

FOLLOW UP TO OPEN HOUSE 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 was to thank you so much for stopping by our open house on (date here) at (address here)!

Step 4 Ask questions to determine their commitment

This house, if you remember was a ___ bedroom ___ bath, at (price). If that's the style and price range you're looking for, there's some new listings that came on the market that are really awesome.

A) Is this the style of house that you were looking for?

(From this point forward, just ask questions related to style of house, space needs, schools, etc. to find out their commitment.

Step 5 Invite Action

In my office, we have something called the 6-step buying process that is designed to help you find the right house with the least amount of aggravation. So, what I'd like to do, is to find the time when you can come in so I can share this valuable process with you, and we can go take a look at those amazing new listings before they get sold.

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



/DarrylSpeaks



DarrylSpeaks.com/Trial



You're Invited!

Host a Neighborhood Open House First

DarrylSpeaks.com/Trial

Your Company | Logo here



Office Contact Information

Agent Name, Title Here
Cell Phone Number Here
Email Address Here
Web Address Here

You are personally
INVITED

You are personally

INVITED

***THIS EVENT IS BY INVITE ONLY**

You are personally invited to a
Neighborhood Open House!

As the homeowners will not be present, I will
provide a personal tour of the home at

ADDRESS HERE

on DAY here, DATE here
at TIME here.

*For any information pertaining to this house, or
any real estate related questions or comments,
please contact NAME HERE at PHONE HERE.*

This template works with Avery3266QuarterFoldGreetingCards
(DELETE ME)



Student Check In!
Learning anything?

POWER  AGENT®



4. Work ON Your Business

DarrylSpeaks.com/Trial



What's The Advantage To Marketing

1

Business comes to you.

2

No more cold calls because your calls will be after you have mailed them several times.

3

It's a non-threatening way to prospect.

4

It eventually creates a steady flow of income.

DarrylSpeaks.com/Trial

PREPARATION

1

ESTABLISH YOUR “NICHE MARKET”

- ▶ *Geographic*
- ▶ *Ethnic*
- ▶ *Price Range*
- ▶ *Investors*
- ▶ *Condos/Co-ops*
- ▶ *Retirees*
- ▶ *Style Of Home*
- ▶ *First Time Buyers*

2

**LOOK FOR A NICHE WHICH
HASN'T BEEN EXPLOITED BY
ANOTHER AGENT.**

3

**DETERMINE THE NUMBER OF
PEOPLE IN YOUR FARM.**

4

**IDENTIFY YOUR
COMPETITIONS STRENGTHS
& WEAKNESSES WHEN
THERE IS COMPETITION.**

5

**GET AN APPROPRIATE
PHOTO.**



A wide-angle photograph of a vast field of golden wheat stretching to the horizon. The sky is a mix of soft pinks, purples, and oranges, suggesting a sunset or sunrise. A bright sun is visible on the horizon, creating a lens flare effect. In the foreground, the wheat stalks are in sharp focus, while the background is slightly blurred. A white callout box with a blue circle containing the number '6' is positioned in the upper left quadrant.

6

**SAVE ENOUGH MONEY
FOR 6-MONTHS OF
YOUR CAMPAIGN.**

DarrylSpeaks.com/Trial

SELF PROMOTION CAMPAIGN

ACTIVITY	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
Print Advertising	✓		✓									
Market update Mailing		✓		✓		✓						
Neighborhood Market Report Mailing	✓			✓			✓			✓		
Door Knocking & Canvassing			✓		✓				✓			
Social Media Marketing	✓	✓	✓	✓	✓	✓	✓		✓	✓	✓	✓
Holiday Postcards	✓										✓	✓
Just Listed/ Just Sold Postcards	✓						✓		✓		✓	
Call Around New Listings		✓		✓		✓		✓		✓		✓
School Marketing Folders/Fall Fest							✓		✓			
Holiday Charity Drives										✓		✓
FSBOs/Expireds	✓		✓		✓		✓		✓		✓	

EVENTS

Valentine's

Chocolate Roses

St. Patrick Day

Pins; Green Carnations

 Easter

Egg Hunt; Photo with a Bunny

Mother's Day

Postcard for Free pot of Mums

Father's Day

Essay contest

 4th of July

Rent an ice cream truck; 3-D glasses

Labor Day

Back to school theme (sponsor homework folders)

 Halloween

Pumpkin contest; Trunk or Treat

Thanksgiving

Food Drive

Christmas

Toys for Tots

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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DarrylSpeaks.com/Trial

Gain "N SPECIAL Status

How can a real estate fall? Host or sponsor community gathering or treating.

What Is a Trunk
Families bring their decorated cars filled with decorations, kids go from car to car.

It's also fun to have a painting, dunk tank, r...

Scheduling
Start early (late September) coordinate your events. Many community groups treat events shortly before October 31, when families visit their neighborhoods on Halloween. Before planning, wish to check in with those who are hosting and usually are happy to welcome events all year around!

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Setup
Allow an hour for direct cars between tickets.

Tickets
While many more of a one per car, different purchase.

Candy
Estimate of community to go around.

Add to
It's often people who ring toss, young children s...

The folks Find them



Copyright © Darryl Davis

Neighborhood

Contests
At some events award categories.

Costume co...

Neighborhood

Setup
Allow an hour for direct cars between tickets.

Tickets
While many more of a one per car, different purchase.

Candy
Estimate of community to go around.

Clear
Provide Require

Follow
Be sure to facility, particip...

Mark
On the



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Neighborhood

Schedule
Event
First
Second
Door
Permit

Registration
2 weeks
1 week
Week

Bad

Order

Order

Order

Order

Arra

Sche

Arra

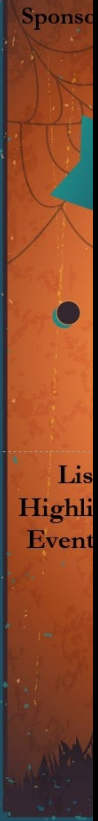
Follow



List a
Highlight
Event

RSVP You

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Neighborhood TRUNK OR TREAT Planning Guide

Date
Name
Address
City, State

Dear (name)
Thank you
Neighborhood

The trunk
community
much fun

As your
community
know. I

Have a g

Your sig

Your co

RSVP You
En

Date
Name
Address
City, State

Dear (name)

Thank you
Neighborhood

The trunk
community
amazing

Have a g

Your sig

Your co

Your sig

Your co

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

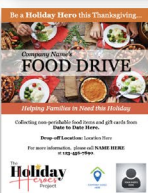
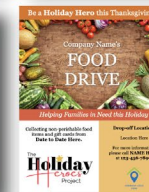
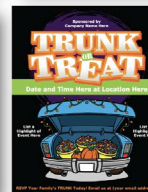
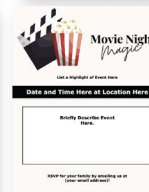
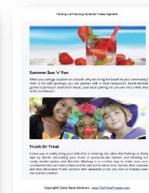
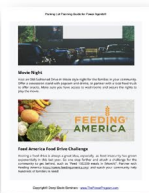
Email me at Julie@darryldavisseminars.com or post in our Facebook Group at <https://www.facebook.com/groups/PowerAgent/>

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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7

**SAVE ENOUGH MONEY
FOR 6-MONTHS OF
YOUR CAMPAIGN.**

8

**USE A CONTACT
MANAGEMENT SOFTWARE
TO MANAGE YOUR FARM.**



CRM

Customer Relationship Management

Customers/Clients Really Matter

Keep Reminding Me

DarrylSpeaks.com/Trial

User Friendly Lists

POWER Builder™ Home Task List Calendar Keep In Touch Mass Email Active Business Letters & Labels Activity Plans Business Directory Reports Sign Out

Contacts **Add** **List** Welcome Gary and Maureen

search

Search Results: 1 Total Contacts: 2

All **Hall, Gary**
A Hall, Maureen
B 215-813-2495 (H)
C
D
E
F
G
H
I
J
K
L
M
N
O
P
Q
R
S
T
U
V
W
X
Y
Z

Task List Gary and Maureen Hall **Add Task**

Incomplete Tasks Completed Tasks

Mass Complete **Mass Delete** **Search**

Select All **Print List**

Subject	Status	Start Date	Due Date	
<input type="checkbox"/> Send a Birthday (May, 21) Card/Gift * [Hall, Gary]*	<input type="checkbox"/> Not Started	05/21/2014	05/21/2014	<input type="checkbox"/> Complete Add to Calendar
<input type="checkbox"/> Offer to help figure out what kind of mortgage they qualify for [Hall, Gary]*	<input type="checkbox"/> Not Started		10/06/2015	<input type="checkbox"/> Complete Add to Calendar
<input type="checkbox"/> 2 Year First Time Buyer Currently Renting Prospecting Plan (Email) (Phone Call)				
<input type="checkbox"/> May I send you profiles of properties that are a good fit for you... [Hall, Gary]*	<input type="checkbox"/> Not Started		06/13/2016	<input type="checkbox"/> Complete Add to Calendar
<input type="checkbox"/> 2 Year First Time Buyer Currently Renting Prospecting Plan (Email) (Phone Call)				
<input type="checkbox"/> When you have questions, feel free to ask me... [Hall, Gary]*	<input type="checkbox"/> Not Started		02/07/2017	<input type="checkbox"/> Complete Add to Calendar
<input type="checkbox"/> 2 Year First Time Buyer Currently Renting Prospecting Plan (Email) (Phone Call)				
<input type="checkbox"/> Should we stay in touch? [Hall, Gary]*	<input type="checkbox"/> Not Started		07/07/2017	<input type="checkbox"/> Complete Add to Calendar
<input type="checkbox"/> 2 Year First Time Buyer Currently Renting Prospecting Plan (Email) (Phone Call)				
<input type="checkbox"/> Plan ending alert [Hall, Gary]*	<input type="checkbox"/> Not Started		07/07/2017	<input type="checkbox"/> Complete Add to Calendar
<input type="checkbox"/> 2 Year First Time Buyer Currently Renting Prospecting Plan (Email) (To-do)				

Newsletter Built In



DarrylSpeaks.com/Trial

Website Lead Capture



DarrylSpeaks.com/Trial

Automated Campaigns

Contact Profile

Keep in Touch

Social Intelligence

Activities/History

Properties

Business Directory

Documents

STATUS

Hot Prospect

FOLLOW UP FREQUENCY

7 days

Keep in touch events available to all contacts

Event	Date	Status	Include Contact in Event
Monthly e-Newsletter	Recurring	Active	<input checked="" type="checkbox"/>
4th of July Fireworks Party	Thursday, Jul 04, 2019	Active	<input type="checkbox"/>
Client Appreciation Party Wine and Cheese	Friday, Dec 06, 2019	Active	<input type="checkbox"/>

Keep in touch events specific to this contact

[?](#) CREATE NEW EVENT

Event	Date	Status	
Main Contact Birthday	April 15	Active	DEACTIVATE
Spouse/Partner Birthday		No Date	ACTIVATE
Move In Anniversary		No Date	ACTIVATE

Activity plans assigned to this contact

[▶](#) [?](#) ASSIGN NEW ACTIVITY PLAN

DarrylSpeaks.com/Trial

Automated Social Posting



DarrylSpeaks.com/Trial

Welcome, Sarah!

Customize Dashboard

- DASHBOARD
- BUSINESS PIPELINE
- TASK LIST
- CALENDAR
- ACTIVE BUSINESS
- MASS EMAIL
- LETTERS & LABELS
- ACTIVITY PLANS
- KEEP IN TOUCH
- BUSINESS DIRECTORY
- GOAL SETTING
- REPORTS
- AGENT WEBSITE
- SOCIAL STREAM
- INTEGRATIONS

← Hide Menu

Today's Tasks

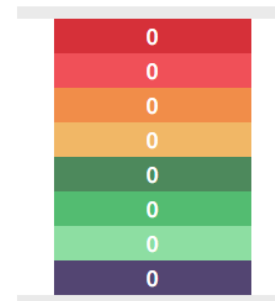
Subject
No tasks to display.

Today's Appointments

Subject	Time
No appointments to display.	

Business Pipeline

- New / Unqualified
- Long-term Prospect
- Hot Prospect
- Current Client
- Past Client - Active Opportunity
- Past Client
- Past Client - Strong Referral Source
- Unassigned



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.

Prospecting Tab

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.

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



Don't Forget to Add Orphans Into Your CRM

DarrylSpeaks.com/Trial

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



JOIN US!
**Power Agent®
 Coaching Call**
 Mondays at 11 AM Eastern

Power Agent®
Coaching Call
with Darryl

Every Monday | 11am Eastern

Call 646-876-9923 to join us.
Meeting ID: 987 4263 9514

Simply use this link to join on Mondays:
<https://zoom.us/j/98742639514>



**Power Agent®
 Onboarding Q&A**
 Every Tuesday
 at 11 AM Eastern

Power Agent®
Onboarding &
Classroom Training

Every Tuesday | 11am Eastern

No Registration Required!

Simply use this link to join on Tuesdays:
<https://zoom.us/j/96087517390>



FREE ONLINE TRAINING
 PRESENTED BY DARRYL DAVIS, CSP - REAL ESTATE COACH

**THE MARKET IS SHIFTING:
 6 Ways to Generate
 a Surge of Listings**

Wednesday, September 1, 2021
 12-1 PM Eastern (9-10 AM Pacific)

The Market is Shifting:
6 Ways to Generate
a Surge of Listings

September 1, 2021 | 12pm Eastern

You are registered!

Please check your email for your join link.



FREE ONLINE TRAINING!

Presented by Darryl Davis, CSP - Real Estate Coach

**The 7 Must
 Have Habits
 to Succeed
 in a Shifting
 Market**

Wednesday, September 8, 2021
 12-1 PM Eastern (9-10 AM Pacific)

The 7 Must-Have
Habits to Succeed
in a Shifting Market

September 8, 2021 | 12pm Eastern



FREE ONLINE TRAINING!

**STOP Wasting Money
 with Online Leads:**

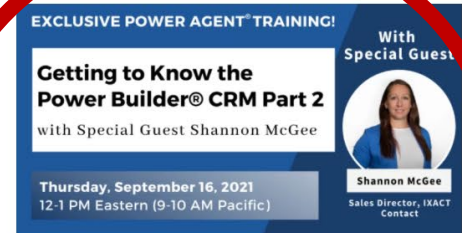
How to Master the Telephone &
 Generate **100k** a Year

Presented by Darryl Davis, CSP - Real Estate Coach

Wednesday, September 15, 2021
 12-1 PM Eastern (9-10 AM Pacific)

How to Master the
Telephone & Generate
100k a Year

September 15, 2021 | 12pm Eastern



EXCLUSIVE POWER AGENT™ TRAINING!

With
Special Guest

**Getting to Know the
 Power Builder® CRM Part 2**
 with Special Guest Shannon McGee

Thursday, September 16, 2021
 12-1 PM Eastern (9-10 AM Pacific)

Shannon McGee
 Sales Director, iXACT
 Contact

Getting to Know
The Power Builder®
CRM Part 2

September 16, 2021 | 12pm Eastern

7

SAVE ENOUGH MONEY FOR 6-MONTHS OF YOUR CAMPAIGN.

8

USE A CONTACT MANAGEMENT SOFTWARE TO MANAGE YOUR FARM.

9

DEVELOP YOUR MAILING LIST.



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800-731-7339

[SIGN UP](#)



Expired Leads



GeoLeads



FSBOs



FRBOs



Preforeclosure



Storm Dialer



Vortex



**Darryl Davis Special: No Setup fee \$149.99 Savings
30 Day Free Trial**

[SIGN UP >](#)

GeoLeads

Get listings on demand, farming any neighborhood, even if you don't like cold calling.

[WATCH DEMO](#)

[SIGN UP >](#)



DarrylSpeaks.com/Trial

- EXPIRED 2
- GEO 0
- FSBO
- FRBO
- FORECLOSURE
- MY IMPORTS
- NEW
- IN PROGRESS
- SEARCHED
- ALREADY
- MORE FILTERS
- GEO CITY 1
- Clear All



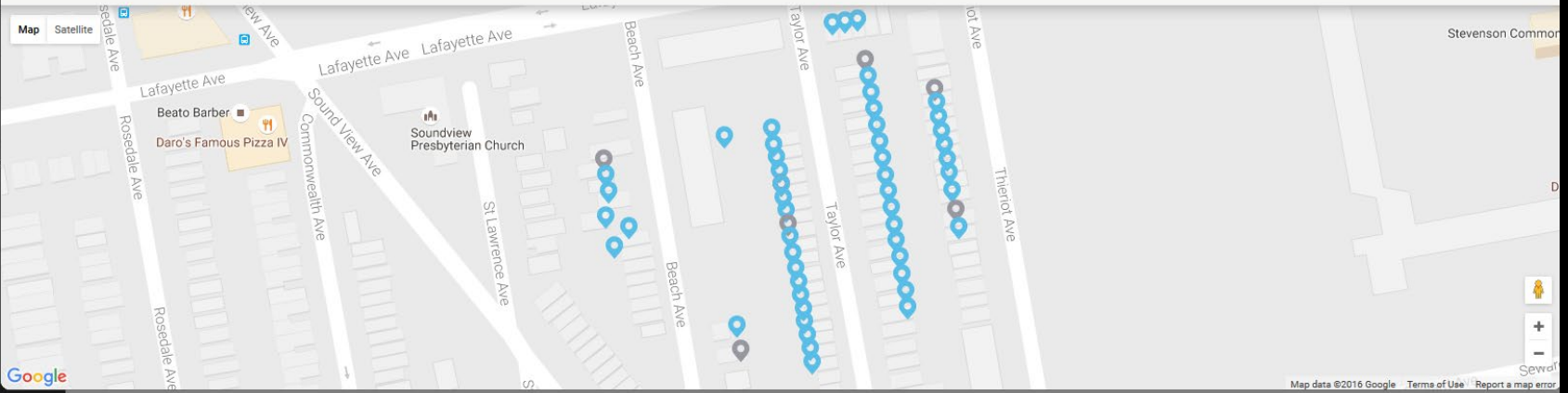
Credits: 0 / 2,000 used

SEARCH:

741 Taylor Avenue

Nearest 50 [Get Leads](#)

Show properties owned for Limit to phones per lead 6 properties owned less than 2 years



DarrylSpeaks.com/Trial

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q
	Lead Status	Listing Status	Name	Name 2	Phone	Phone Status	Phone 2	Phone 2 Status	Phone 3	Phone 3 Status	Address						
1	New	Auction	Caterina Chiocciariello	Caterina a Chiocciariello Aka C	516-228-5566						49 Woodhull Pl, Northport, NY 11768						
2	New	Auction	Helen Almeida	Helena a. Almeida	631-283-4911						7 Dellaria Ave, Southampton, NY 11968						
3	New	REO	Christiana Trust	Wilmington Svgs Fund Society F	631-331-4651		832-831-3700		631-829-5625		24 Groton Ln, Coram, NY 11727						
4	New	REO	Christiana Trust	Wilmington Svgs Fund Society F	949-679-2400		949-727-4798		631-885-3633	DNC	29 Rockaway Dr, Sound Beach, NY 11789						
5	New	Pre Foreclosure	Marion Tenace	Angelo Tenace	631-281-3395		631-949-7384				13 Loughlin Dr, Shirley, NY 11967						
6	New	Pre Foreclosure	John Hidalgo	Flora Diaz	631-434-4716		631-484-3086	DNC	631-561-8260		275 Brentwood Pkwy, Brentwood, NY 11717						
7	New	Pre Foreclosure	Miriam Gonzalez	Alexis Perez	631-645-1264		631-456-3477	DNC	631-428-4269		62 Yarnell St, Brentwood, NY 11717						
8	New	Pre Foreclosure	Constance Mrwik	Norman Mrwik	631-427-0907		631-455-4414	DNC			17 Armell St, Huntington Station, NY 11746						
9	New	Pre Foreclosure	Smithtown Home Owners Asc Inc	Brd of Directors Willow Ridge	631-360-3240						9 Willow Ridge Dr, Smithtown, NY 11787						
10	New	Pre Foreclosure	Barb Chopyk	Alexander Chopyk	516-732-9215	DNC	631-698-5758				8 Belair Rd, Selden, NY 11784						
11	New	Pre Foreclosure	Robert Blumberg	Robert E Blumberg	631-642-8084		631-897-1223		631-642-1802	DNC	613 Old Town Rd, Port Jefferson Station, NY 11776						
12	New	Pre Foreclosure	Patrick Mc Clave	Patrick D Mcclave	516-724-4879	DNC	631-724-4657				38 Birchbrook Dr, Smithtown, NY 11787						
13	New	Pre Foreclosure	Alexander Katie	Estate of Alexander Katie	631-698-6663	DNC					7 Koren Ln, Middle Island, NY 11953						
14	New	Pre Foreclosure	Schroff Mullany	Justin Mullany	631-868-7138						20 Bell Ave, Blue Point, NY 11715						
15	New	Pre Foreclosure	Frederick Cremin	Patricia Cremin Frederick	631-828-2575		347-406-7769	DNC	212-879-1784		10 Biscayne Dr, Mount Sinai, NY 11766						
16	New	Pre Foreclosure	Eric Deutsch	Stephanie Deutsch	516-365-1625	DNC	516-776-7528	DNC			5 Dering Woods Rd, Shelter Island, NY 11964						
17	New	Pre Foreclosure	Carolyn Wojcik	Kathleen Wojcik	631-288-6832	DNC	212-722-4033	DNC			33 Brittany Ln, Westhampton Beach, NY 11978						
18	New	Pre Foreclosure	Stasie Tillman	Jermaine Tillman	631-239-5488	DNC	631-896-8091		631-786-2146	DNC	226 Broadway Greenlawn, Huntington, NY 11743						
19	New	Pre Foreclosure	Kareem Clark	Kareem C Clark	631-736-9539						97 Maple Ln, Medford, NY 11763						
20	New	Pre Foreclosure	Juan Miyerlad	Agustin Miyerlad	631-813-9921		631-286-1808				58 Carver Blvd, Bellport, NY 11713						
21	New	Pre Foreclosure	Trevo Pyne	Jennifer Campbell	631-805-8785		631-805-8787		631-949-0942		40 Floyd Rd N, Shirley, NY 11967						
22	New	Pre Foreclosure	Carol Bueno		631-666-9403	DNC	631-231-4657		347-612-4283		27 California Ave, Bay Shore, NY 11706						
23	New	Pre Foreclosure	Christina	C Matthews	631-395-5634		631-745-1446		631-729-7234		46 Laurel Ln, Shirley, NY 11967						
24	New	Pre Foreclosure	Glenn Mack		718-241-0072	DNC	516-728-3985		347-702-9532		23 Canoe Place Rd, Hampton Bays, NY 11946						
25	New	Pre Foreclosure	Linda Schmidt	Cathleen Schmidt	631-714-5552	DNC	631-207-1908	DNC	631-891-2734		44 Shaber Rd, Patchogue, NY 11772						
26	New	Pre Foreclosure	George Hein	Carol Hein	631-772-2155	DNC	631-399-7952				15 Schenk Dr, Shirley, NY 11967						
27	New	Pre Foreclosure	Farivar Azizi	Farivar Mahmood Azizi	631-991-3964	DNC	917-684-8665		516-423-8466		29 Charmian St, Huntington Station, NY 11746						
28	New	Pre Foreclosure	Anna Ricca	Gerardo Ricca	716-228-6806		631-758-1708	DNC			141 Circle Dr S, East Patchogue, NY 11772						
29	New	Pre Foreclosure	Quiles Prudencio	Prudencio Quiles	347-785-2112		347-785-9515		347-858-6592		111 River Ave, Patchogue, NY 11772						
30	New	Pre Foreclosure	James Boothe	James O Boothe	631-207-2138	DNC	516-769-1608	DNC	516-901-6143	DNC	7 Esplanade Dr, East Patchogue, NY 11772						
31	New	Pre Foreclosure	Barahona Marquez	Bernadette M Barahona	631-736-1249	DNC	631-220-1462	DNC	516-417-4479	DNC	3 Berkeley Ave, Selden, NY 11784						
32	New	Pre Foreclosure	Christine Mistler	Steven Mistler	631-940-3966		631-243-0795		631-848-5089		475 Nicolls Rd, Deer Park, NY 11729						
33	New	Pre Foreclosure	Paul Posillico		631-981-1436						14 Angela Ln, Lake Grove, NY 11755						
34	New	Pre Foreclosure	Joan Burgio	Frank Burgio	631-369-9681	DNC	631-255-4031		631-827-1274	DNC	148 Founders Path, Calverton, NY 11933						
35	New	Pre Foreclosure	Nb Investment Enterprises Inc	Judy Cordeira	631-842-8032	DNC	631-680-5467		516-448-9676		340 Lagoon Dr S, Copiague, NY 11726						
36	New	Pre Foreclosure	Joseph Belcastro		631-789-0794		631-334-9401	DNC			6 Buchanan Ave, Amityville, NY 11701						
37	New	Pre Foreclosure	James Wise		631-355-3733		631-232-3595	DNC			69 Feller Dr, Central Islip, NY 11722						
38	New	Pre Foreclosure	Evelyn Kust		631-588-9165		631-553-1313	DNC	631-559-4844		172 Stanley Dr, Centereach, NY 11720						
39	New	Pre Foreclosure	Jedzabel Molina	Carlos Ferreras	631-415-3287		631-238-1462		631-664-0262		197 Hancock St, Brentwood, NY 11717						
40	New	Pre Foreclosure	Wendy Ehrensberger	Rov Ehrensberger	631-654-1430	DNC	516-480-3807	DNC	631-413-7300		409 Lakeview Ave. Ravnort. NY 11705						

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Our legacy cross-reference directory,
powered by today's technology.

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Cole Community

Our online community offers FREE resources to professionals looking to find new customers. Let Cole help you take your business to the next level with up-to-date industry buzz, downloads and videos!

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From your local
REAL ESTATE EXPERT



ADD NEW LIFE TO YOUR KITCHEN WITH THESE EASY
Kitchen Updates

- **Paint an unused cabinet surface with chalkboard paint.** Spice up a wooden cabinet surface with a little chalkboard paint to make the surface ready for grocery lists or family to-do lists.
- **Paint cabinets an accent color.** Cabinets don't have to be white or brown. Go bold with a bright blue, or sunny yellow.
- **Add new hardware to your cabinets.** A decorative pull can add sophistication or a little quirkiness to your kitchen.
- **Keep a kitchen herb garden on a window sill.** Many big-box and hardware stores sell kitchen herb planters – just add the plant, and you're set.
- **Install a pull-out shelf.** These are especially popular for the space underneath your kitchen sink, but they can also be used to make it easier to reach distant pots and pans in your bigger cabinets.
- **Add shelves for more storage space.** Need more space, and have some open walls? Get some sturdy shelves and brackets. Stack your plates and glassware on them so they're handy.
- **Install a water purification system under your sink.** Have hard water? Install a purification system right under your sink and get rid of all those plastic water bottles.
- **Get a kitchen cart.** Tapped for storage, but don't want to install right into the wall? A kitchen cart doubles as preparation surface and storage (great for renters!) They're also highly mobile.
- **Buy tiered racks to expand your storage space vertically.** A removable rack doesn't involve any installation and instantly adds two or three more tiers to your cabinet storage.
- **Add a backsplash accent.** Splurge on high-quality tiles for a small space – easy on the wallet, and the eyes.

Or maybe you're ready for a move. Call me and I'll be more than happy to help you list your property and find a new one – **complete with your dream kitchen!**



DATES TO REMEMBER

- Do Something Nice Day - October 5
- World Smile Day - First Friday
- Columbus Day - Second Monday
- Bosses Day - October 16
- Make a Difference Day- Fourth Saturday
- Halloween - October 31

SURVIVING HALLOWEEN

or a night out or heading these tips to keep your traps.

es or candy bags for

) are equipped with

f of masks to avoid

comfortable shoes to

e swords and sticks

arrange for them to

pervised by an adult

cross the street and

light is on

or anything unwrapped

y, and keep an eye out for

street

clear your yard of any

ys well-lit

es with flameless candles

DKY- Halloween!

SPICED PUMPKIN RAISIN COOKIES

- 1 cup all-purpose flour
- 3/4 cup old-fashioned oats
- 1 tsp ground cinnamon
- 1/2 tsp baking soda
- 1/2 tsp salt
- 1/4 tsp ground allspice
- 1/2 cup raw sugar, plus additional for sprinkling
- 1/2 cup canned pumpkin puree
- 1/3 cup vegetable oil
- 1 tbs pure maple syrup
- 1 tsp vanilla extract
- 1/2 cup raisins

• Preheat oven to 350 degrees F. Line two large baking sheets with parchment paper. • In a medium bowl, combine the flour, oats, cinnamon, baking soda, salt and allspice. Stir to blend. • In a large bowl, combine the sugar, pumpkin puree, oil, syrup and vanilla. Whisk to blend. Gradually stir the dry ingredients into the pumpkin mixture. Stir in raisins. • For each cookie, drop 1 generous tablespoon of batter onto the baking sheet, spacing the cookies about 1 inch apart. Use moist fingertips to flatten each mound to a 2-inch diameter, and sprinkle with sugar. • Bake the cookies until brown, about 17 to 20 minutes. Cool and enjoy!

MAINTENANCE TIP!

As winter approaches, consider fortifying your home against the cold to keep your family comfortable.

Step 1: Beware the draft. Use weather stripping in window sills and door jambs. For more permanent leaks, such as around your window or door frame, use caulking. The most severe draft often comes from the gap under your doorway. Stop-up this drafty gap with a "draft snake."

Step 2: Insulate. Insulation doesn't just go between the walls. The addition of heavy drapes or air-cushion blinds in the winter keeps the warm air in and the cold air out. Don't forget to insulate your water heater and hot water pipes.

Step 3: Circulate. Flip the switch on the side of your ceiling fan? when it gets cold and your fan will reverse, pulling cooler air up and pushing warmer air down into the room.

Step 4: Deduct. Invest in an Energy Star-certified solar water heater. Not only will this equipment pay for itself over time due to increased efficiency, but you may also receive a tax credit for up to 30% of the cost.

Step 5: Wear a sweater. Keep it simple — turn down the thermostat and donning a sweater to capture and retain body heat.



Add your contact / company information here.

From your local
REAL ESTATE EXPERT



4 REASONS TO LIST YOUR HOME *in the Fall*



You've likely heard that summer is the peak selling season. But listing in the fall has its advantages, too! Here are four top reasons to list your home this fall:

- **Close before the tax year ends.** It typically takes one to two months from signing a purchase agreement to closing, so sellers wishing to sell their home before the calendar year ends need to consider listing in October. This is particularly helpful if you've already purchased a home and want to finish the year with a level balance sheet.
- **Buyers are more serious.** Buyers who shop in the fall months are often more serious than spring and summer buyers. Many spring and summer buyers will buy if they can close before the school year starts, but the impetus for fall buyers is usually more immediate, like a job relocation or a changing family. This means deals are more likely to close and you're less likely to be hassled by showing the home to unmotivated buyers.
- **More attention from agents.** The busiest time of year for real estate professionals is summer. Sellers who list in summer have to compete for time with their agent, lenders and inspectors who juggles multiple clients during the peak summer months. Selling in fall means your agent can devote their full attention to marketing and selling your home.
- **Fall décor is cozy.** Boost your home's appeal by making it feel like a cozy home. Tasteful fall décor like wreaths, pumpkins and festive centerpieces can help buyers picture their families in your home.

Have questions about listing your home in any season? Contact me for more information!



DATES TO REMEMBER

- All Saint's Day - November 1
- Veteran's Day - November 11
- Great American Smokeout - third Thursday
- World Peace Day - November 17
- Thanksgiving - Fourth Thursday



INCOME PROPERTY

Investing in rental property, now is a great time as low interest rates make conditions very favorable. This is the best we've had in 15 years.

Reasons to invest in income property include:
• Stable income;
• Inflation hedge; and
• Tax benefits and profits.

Financing income property are different from a primary residence. How much down payment is required? What can you afford to pay? Will you intend to hire a property manager? Location is important. Know the market in familiar areas. Knowing the market makes it easier to rent and maintain the property.

Interested? Open. For a review on how to invest in income property today, please call me!

TURKEY SALAD

- 1/4 lb cooked turkey meat
- 2 stalks celery
- 2 green onions
- 1/2 red bell pepper
- 3 tbs mayonnaise
- 2 tbs Dijon mustard
- 1 tbs cider vinegar
- 1 tsp white sugar
- 1/2 tsp salt

- Place cooked turkey meat, celery, green onions and red bell pepper in a blender or food processor. Finely chop using the pulse setting.
- Transfer the turkey mixture to a medium bowl. Mix in mayonnaise, mustard, vinegar, sugar and salt. Cover and refrigerate for 8 hours, or overnight. Serve on crackers or in a sandwich!

MAINTENANCE TIP!

Improve wisely to get the best out of your renovations with these tips:

- Make improvements that appeal to the largest number of buyers.
- Apply improvements you find in homes of similar value. Home sale prices in your neighborhood influence the value of your home, making some pricey improvements unlikely to pay off.
- Don't subtract value with add-ons. Expanding your home beyond the original floor plan is costly and may push buyers towards similar, unaltered properties nearby.
- Pick projects that offer an 85% return or better, like upgrading the garage door, replacing the entry door or converting the attic into a bedroom.
- Choose projects that improve the home's basic function over aesthetics and expansion.
- The exterior of your home makes the first impression. Apply a fresh coat of paint, clean oil stains from the driveway, remove weeds from the lawn and repair walkways.



Safety tips for HALLOWEEN

Whether you're prepping kids for a night out or heading out for your own festivities, use these tips to keep your Halloween free from scary mishaps.

If your kids are **TRICK OR TREATING**:

- 👻 Add reflective tape to costumes or candy bags for better visibility
- 👻 Make sure you and your kid(s) are equipped with flashlights
- 👻 Use costume makeup instead of masks to avoid obstructed eyesight
- 👻 Pin long costumes and wear comfortable shoes to prevent tripping
- 👻 Forego pointed accessories – like swords and sticks
- 👻 Accompany your kids out or arrange for them to trick-or-treat with a group supervised by an adult
- 👻 Teach your kids how to safely cross the street and check for oncoming traffic
- 👻 Only visit a home if the porch light is on
- 👻 Plan a route and stay together
- 👻 Examine treats and toss out anything unwrapped

NO KIDS?

- 👻 Slow down and drive carefully, and be sure to keep an eye out for children crossing the street
- 👻 Properly restrain your pets
- 👻 If you're handing out treats, clear your yard of any items visitors may trip on
- 👻 Keep your home and walkways well-lit (unless you're closing up for the night, then simply turn your porch light off)
- 👻 Replace jack-o'-lantern candles with flameless candles or glow sticks

**HAVE A SAFE – AND
SPOOKY – HALLOWEEN!**



TOP 10

Reasons To List Your Home Before Year-End

1. Buyers who are house-hunting during the holidays tend to be more serious and ready to make a decision.
2. Less Competition! There are fewer houses on the market during holiday time.
3. Holiday decor - beautiful lights, festive colors and holiday scents - is inviting for buyers. A neighborhood can grow in appeal during the holidays.
4. Holiday seasons can amp up buyers' emotions. They tend to make decisions on how warm and inviting a home feels.
5. If buyers have taken time off during the holiday season to look for a home, they have more time to find the perfect home.
6. Buyers that want to buy before year-end do so for financial and tax purposes.
7. Company transfers often happen during January. This means a buyer needs to be in their home before Spring... they need to buy now.
8. You can arrange showings around your schedule, but still have the home be decorated and ready for buyers to view.
9. Even if you sold now, you can delay the closing or move-in until after the holidays.
10. Selling your home now allows you the opportunity to buy during Spring when there are more homes on the market and prices have gone down.

Agent Contact Info Here.



DarrylSpeaks.com/Trial



11 Reasons to list During the *Holidays*

1. People who look for a home during the Holidays are more serious buyers!
2. Serious buyers have fewer houses to choose from during the Holidays, and less competition means more money for you.
3. Since the supply of listings will dramatically increase in January, there will be less demand for your particular home! Less demand means less money for you.
4. Houses show better when decorated for the Holidays.
5. Buyers are more emotional during the Holidays, and more likely to pay your price!
6. Buyers have more time to look for a home during the Holidays than they do during a work week.
7. Some people buy before the end of the year for tax reasons.
8. January is traditionally the month employees begin new jobs. Since transferees cannot wait until Spring to buy, you must be on the market now to capture these buyers.
9. You can still be on the market, but have the option to restrict showings during the six or seven days during the Holidays.
10. You sell now for more money and we will provide a delayed closing or extended occupancy until early next year.
11. By selling now, you may have an opportunity to be a non-contingent buyer during the Spring, when many more houses are on the market for less money. This will allow you to sell high and buy low!

Agent Contact Info / Photo(s) Here.

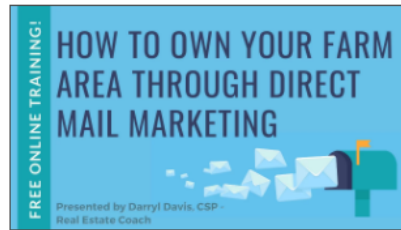


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21/03/24 - Feel Crazy Confident on Every Listing Appointment

Favorite ☆



21/03/17 - Own Your Farm Area Through Direct Mail Marketing

Favorite ☆



21/03/10 - How To Build A Referral Business From The Ground Up

Favorite ☆



21/03/03 - Staying Top of Mind with Clients Using the Power of Your CRM

Favorite ☆



21/02/24 - Online Lead Gen & Follow-Up Strategies

Favorite ☆



21/02/17 - How to Create Buyer Loyalty

Favorite ☆



21/02/10 - Become a Listing Machine Working FSBOs and Expireds

Favorite ☆



21/02/03 - How to Stay Focused on High Priority Activities

Favorite ☆



21/01/27 - The Must-Have Tech Tools in Today's Market

Favorite ☆



21/01/20 - How to Guarantee 2021 is Your Breakthrough Year

Favorite ☆



21/01/13 - How To Double Your Income in 12 Months Or Less

Favorite ☆



21/01/06 - 3 Part Breakthrough Business Plan for 2021

Favorite ☆

Microsoft PowerPoint



Google Slides

Video Conference Platform



Using Value Pieces



Disaster Plan – Pets

[English](#) | [Espanol](#)

Favorite ☆



Easy Move Guide Offer

[English](#) | [Espanol](#)

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eGuide – Easy Move Guide

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eGuide – Farming Field Guide

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eGuide – Homeowners - 184 Things Real Estate Agents Do

[English](#) | [Espanol](#)

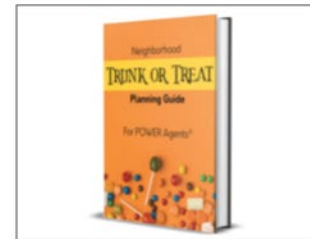
Favorite ☆



eGuide – The 8 Risks Homeowners Take When They Choose to Sell on Their Own

[English](#) | [Espanol](#)

Favorite ☆



eGuide – Trunk or Treat Halloween Planning Guide

[English](#) | [Espanol](#)

Favorite ☆



Value Pieces

THE 8 RISKS

Homeowners Take When They Choose to Sell on Their Own



1

FAILING TO PREPARE THE HOME PROPERLY FOR SALE.

Without the help of an agent, most homeowners don't know how to prepare their home for selling. From staging to pricing to positioning your home within the market, selling your home starts long before you ever put the "For Sale" sign up in the yard. You might think, "But the market is so hot, I don't have to do anything to sell it!" Well, that might be true for some people, but there are still houses sitting there and not selling, and it's vital to understand WHY. Proper staging, making repairs, decluttering etc. are all part of making your home marketable and attractive. A real estate agent can outline everything that needs to happen before you list, and has relationships with vendors and contractors to help you get ready.



2

FAILING TO MARKET THE HOME PROPERLY.

There is a surprising amount of creativity and work that goes into marketing a home for sale, which most homeowners may not understand when they decide to sell their home on their own. In today's market with most buyers shopping for homes online, are you skilled enough (or have the proper equipment) to take excellent photos and provide a video tour? Poor photos and/or a lack of video will diminish any interest a potential buyer might have, especially when comparing your listing to others that have professional photos and a video tour to highlight the features of that home. Real estate professionals are well versed in quality photos and using social media to spread the word about your home and can even host livestreamed open houses via the MLS to showcase your home to everyone.



Value Pieces

MULTIPLE-OFFER NEGOTIATION EGUIDE

for Real Estate Buyers and Sellers



— YOUR LOGO —

YOUR NAME
YOUR PHONE NUMBER | WWW.YOURSITE.COM

In certain markets, such as ones with low listing inventory, sellers are often in the position to weigh competing purchase offers from multiple buyers. They can then do one of several things:

- Accept what they feel is the best offer
- Inform all potential buyers that there are multiple offers being considered
- Counter one offer, and put other offers on hold until counter-offer
- Counter an offer and reject other offers



First, let's take a look at some of the facts and strategies that make can affect this type of transaction:

FACT: BOTH parties are seeking the best financial terms for their interests. Sellers want the highest price and buyers want the lowest.

FACT: There are Listing Brokers, who represent the seller's best interest, and Buyer Representatives who represent the buyer's interest. All REALTORS® are subject to state real estate regulation and, if they are REALTORS®, to the Code of Ethics of the National Association of REALTORS®.

FACT: The Code of Ethics obligates REALTORS® to be honest with all parties; to present offers and counter-offers quickly and objectively; and to cooperate with other brokers. Cooperation involves sharing of relevant information.

2

3

5

MULTIPLE-OFFER NEGOTIATION EGUIDE

for Real Estate Buyers and Sellers



— YOUR LOGO —

YOUR NAME
YOUR PHONE NUMBER | WWW.YOURSITE.COM

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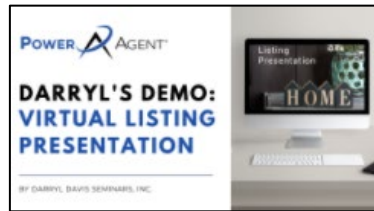


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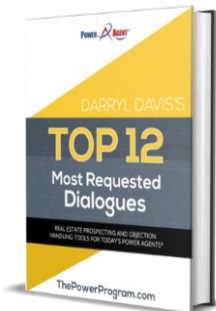


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Value Pieces

**BUYER'S
Guide**
To Real Estate




**THE STEP-BY-STEP PLAN TO
PURCHASE YOUR NEW HOME**



**10 Things to Consider When
Choosing Your New Home**

- 1. Price.** Once you have your budget set, look for homes that fit your range. Keep in mind that you'll need to leave room for closing costs, possible renovations or upgrades, moving costs, etc.
- 2. Bedrooms.** The size and layout of your new home and it's number of bedrooms is a major consideration. You should not only think of your current needs, but what you may need in the future.
- 3. Bathrooms.** The same as your bedroom count and size, you should figure out how many bathrooms best fit your household needs as well as the features in them, and if they will require renovation.
- 4. Kitchen.** Considered by many to be the "heart of the house," your kitchen needs/wants can take up some of your post-closing budget if you will have to upgrade or renovate, so keep that in mind during your search.
- 5. Dining Room.** This can be a separate formal room, or a combo style with your kitchen area. Keep in mind your own personal household dining requirements when looking at different styles.
- 6. Location.** Even when you are sure of the city and/or certain part of town you'd love to live in, even particular streets within those areas can be different. Also consider the distance to major thoroughfares and work commutes.
- 7. Style.** There are condos, colonials, duplexes, ranches and many other styles of home. You'll have to find the one that you prefer and fits your household's needs.
- 8. Outdoor Spaces.** From curb appeal and front porches to backyard gardens and lawn maintenance needs, there are many considerations to take in when you're looking at the exterior property details of your new home.
- 9. Storage and Parking.** These are two important space needs that can affect the convenience of your home - and it's comfort and "live-ability". Pay attention to these areas and if they fit your lifestyle and household needs.
- 10. Energy Efficiency.** The condition of windows and HVAC systems can make a significant impact on monthly energy costs, so this might be something you keep in mind when considering your home.


Agent Name here · (123) 456-7890



Look at Homes!

Now that you've worked out your "must-have" and "nice-to-have" list, you will finally go look at homes. Your real estate agent will have information about the local housing market and will know what to look for when you view the homes, whether in person or virtually.

The timeframe of your purchase can also be a key part of the buying process. If you need to move quickly, finding a home that will be available immediately is vital, and may limit the homes you tour. However, if you have a longer timeframe to work with, you can be patient and look for a home that will be perfect for you.



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Value Pieces




Good Move


—
How to Make Moving
Easier on Kids

While you unpack, point out all of the great things about the new room: *"It's so much bigger; those shelves are perfect for your books; look how much sunlight comes in that window."*

Knowing the lay of the land will also help to make children feel more comfortable. Walk around, walk your child to their bedroom, your bedroom and the bathroom. Be sure to point out the light switches in case he or she gets up at night (it's a great idea to use night-lights along the route to the bathroom). Even on that hectic first day, try to stick to the bedtime routine and hour. If your child cries or comes to find you, be comforting and remind them that this is their new room and they'll love it and be used to it very soon.



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How to Prep Kids for a New School

Switching schools can be scary for a child of any age. Remember to be positive about it and your child will take cues from you.

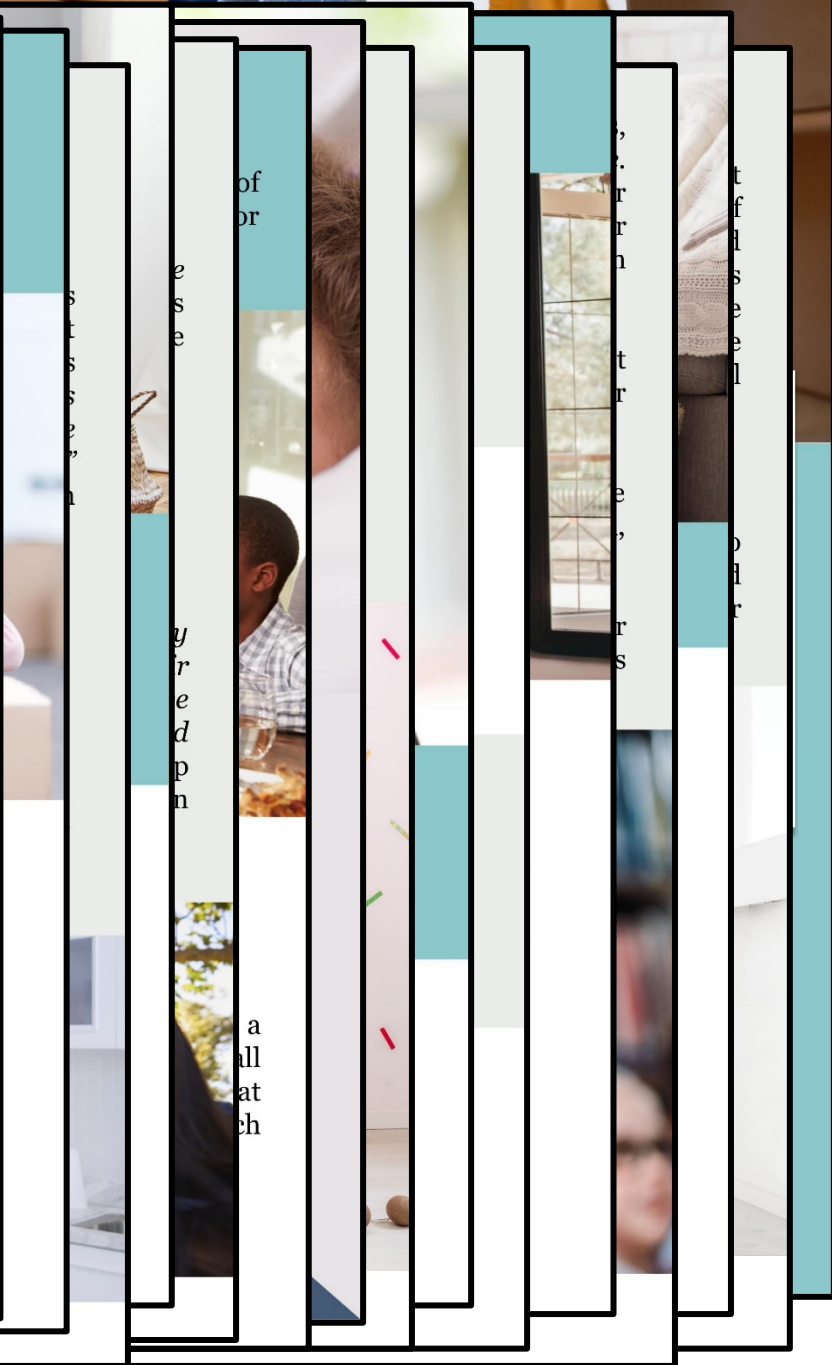
Here is a list of what to **Do** and **Don't** do that will help make the transition smoother.

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Good Move

—
How to Make Moving
Easier on Kids



Value Pieces



Get Packing Supplies

You can save a lot of money by collecting free moving boxes from local businesses and retailers such as grocery stores, liquor stores etc, as well as using laundry baskets, bins, suitcases, and other large bags to move your items. Don't forget to label all your boxes with the room they are to go into, and if you want to list a quick summary of the contents, that can help tremendously when searching for something after the move.

The Right Tool for the Job

Is this your first home? If yes (and even if no), start thinking about whether or not you will need such things as a lawnmower, rake, snow shovel, sprinklers, or even a household toolkit to maintain your new home.

Do You REALLY Need It?

When packing, take the opportunity to evaluate your belongings. If you haven't used it in years, you probably don't need it. Don't move it if you don't use it! Things like clothes that mysteriously shrunk a few sizes or furniture that you no longer want can be donated and note what needs to be replaced after you move. You could even host a garage sale to make a little extra cash to fund your move.

Pack the Essentials Box

There are certain things that you are going to need on your first day in your new home. Fill a box with these essentials such as toilet paper, paper towels, a shower curtain & rings, a lamp or two, extension cords, eating utensils and paper plates, and trash bags will make your first day and night in your new home easier.

Have an overnight bag packed for each family member that contains pajamas, toothbrush and toothpaste, medications, and a change of clothes or two as well as any personal items they might want right away.

You may even want to have air mattresses and bedding, snacks, water, and other essentials you might need in the first 24 hours...just in case!



Pet Love

Are you moving with a pet or two? Make sure you have some of their food and toys in the "Essentials" box, as well as any crates, litter, bones, and dishes.

On moving day, keep your pets in a quiet room with the door shut, or at a friend's house. This will ensure that your cat or dog won't get scared and try to make a quick getaway while the movers load up the truck. During the moving process, try to keep your pet's routine as normal as possible. For great advice making this transition as safe and stress-free as possible, you can [check out this site](#) for more tips.

Value Pieces

PREPARING YOUR HOME FOR SALE

Looking At Your Home Through a Buyer's Eyes

For the same reason an attorney doesn't often represent themselves or a doctor doesn't normally operate on family, a seller shouldn't make the decision on how to prepare their home for sale on their own.

It's reminiscent of the saying, "It's hard to see the picture when you're inside the frame."

A real estate professional will look at your home through objective eyes. Because they are coming from a place of experience, rather than emotion – they are better able to detail the staging and improvement tips that will help you get the most from your home.

Home staging is a powerful tool to showcase your house in the best possible light. Let's take a look at some stats.



95%
of agents suggest that sellers declutter a home before putting it on the market

83%
of buyers' agents say that staging makes it easier for their buyers to visualize living in the home as if it were their own

53%
of sellers' agents say that staging decreases the amount of time a home is listed on the market before being purchased

44%
of buyers' agents say that staging increases the dollar value offered on a home purchase price

HOME STAGING success



Source: National Association of REALTORS®, 2019 Profile of Home Staging

The most commonly staged rooms when selling:



93% Living Room	84% Kitchen	78% Master Bedroom
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SELLER'S Guide To Real Estate

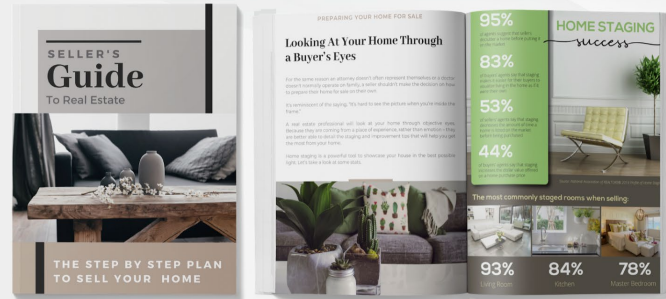


THE STEP BY STEP PLAN TO SELL YOUR HOME in Today's New Real Estate Reality

Landing Page

Download Your Seller's Guide to Real Estate

The Step by Step Plan to Sell Your Home Today



Download the Complete Guide to Selling Your Home!

First Name

Last Name

Email

Phone Number

Get My Guide

We respect your privacy and would never share your information with third parties.

Thinking of Selling Your Home?

In a world so rapidly changing and a housing market and economy that is constantly responding that change is a big decision and a big deal -- and I want you to know that I'm here to help with that every step of the way.

If you are like most homeowners, you have questions about where the economy is headed right now. I understand! Navigating through change can feel daunting, that's why I've done the "heavy lifting" for you and created this important **Seller's Guide** to walk you through everything you need to get a home sold in today's market for the highest possible price, in the shortest time, and with the fewest headaches.

Fill out this short form to get your copy today!

DarrylSpeaks.com/Trial

Postcards

If you've thought about selling your home now, or in the near future, and you want to ensure that you get the highest possible return for your investment, there's a LOT to consider.

Call me today to see what's possible!



Name,
Title
Company Name
Cell Phone
Email
Website



The safety of our buyers and sellers is our top priority. Ask me about our SAFE Listing and Selling practices and how we can help you sell your home and buy your dream home safely.

Get a Copy of Your 40+ Page Home Seller's Guide to Real Estate



Get your copy of this valuable guide at: www.YourWebsite.com/SellersGuide

YOUR NAME, YOUR COMPANY

Social Media Post

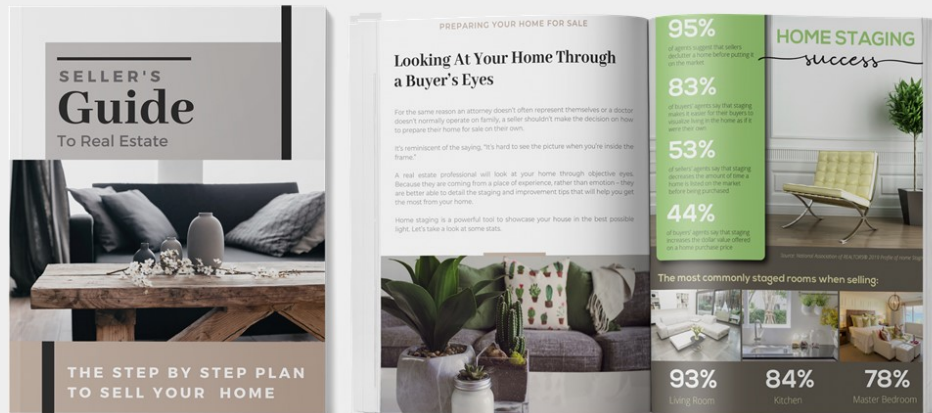
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Get a Copy of Your 40+ Page Home Seller's Guide to Real Estate

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Call me today to see what's possible!

Name, Cell Phone, Email



Get your copy of this valuable guide at: www.YourWebsite.com/SellersGuide

The safety of our buyers and sellers is our top priority. Ask me about our SAFE Listing and Selling practices and how we can help you sell your home and buy your dream home safely.

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THE TOP 184

things Real Estate Agents do to

to earn their commission



Agent Contact Info Here.

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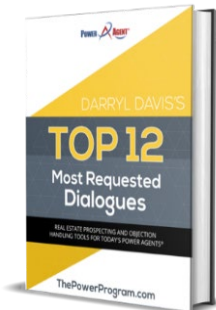


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TOTAL VALUE \$1,896

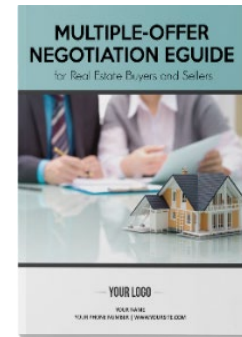


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R.E.A.L

Rapport

Engage

Advice

List & Leave



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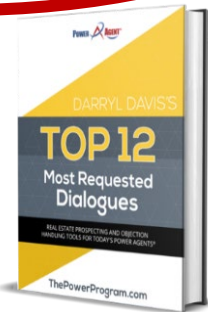


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OFFER #	OFFER PRICE	OFFER DATE	OFFER TIME	OFFER TYPE
1	\$200,000	1/15/20	10:00 AM	ASK
2	\$200,000	1/15/20	10:00 AM	ASK
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4	\$200,000	1/15/20	10:00 AM	ASK
5	\$200,000	1/15/20	10:00 AM	ASK
6	\$200,000	1/15/20	10:00 AM	ASK
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48	\$200,000	1/15/20	10:00 AM	ASK
49	\$200,000	1/15/20	10:00 AM	ASK
50	\$200,000	1/15/20	10:00 AM	ASK
51	\$200,000	1/15/20	10:00 AM	ASK
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99	\$200,000	1/15/20	10:00 AM	ASK
100	\$200,000	1/15/20	10:00 AM	ASK

Multiple Offer Spreadsheet \$97



Customizable Multiple Offer eGuide For Buyers or Sellers \$97

PLUS...

- Today's Slides - \$47
- Copy of webinar - \$47
- 30 days of Power Builder CRM - \$49



184 Ways An Agent Earns Their Commission \$47

DarrylSpeaks.com/Trial

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



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

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RPR



Servicing Sellers



Social Media



Suggestions



Tech Tools & Training



Time and Money Management



Tutorials



Vendors We Recommend



Webinar Registration



Webinars On Demand



[HIRE DARRYL](#)

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

Webinars with Darryl



21/09/30 - Risk Management for REALTORS
Favorite ☆



21/09/29 - How To Use the Upcoming Holidays to Generate More Business
Favorite ☆



21/09/23 - Creating Extraordinary Connections: The Key Between Gifting and Referrals
Favorite ☆



21/09/22 - How to Turn ONE Open House Into a STREAM of Listings
Favorite ☆



21/09/16 - Getting to Know the Power Builder CRM Part 2
Favorite ☆



21/09/15 - Master the Phones & Generate 100k a Year
Favorite ☆



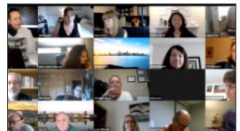
21/09/08 - 7 Must-Have Habits to Succeed in a Shifting Market
Favorite ☆



21/09/01 - 6 Ways To Generate A Surge of Listings
Favorite ☆



21/08/25 - How To Own Your Sphere & Farm Through Direct Mail Marketing
Favorite ☆



21/08/19 - Brainstorming Session 6
Favorite ☆



21/08/18 - How To Double Your Income In The Next 12 Months
Favorite ☆



21/08/04 - Marketing Calendar MUSTS: How to Finish the Year Strong
Favorite ☆

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Favorite ☆



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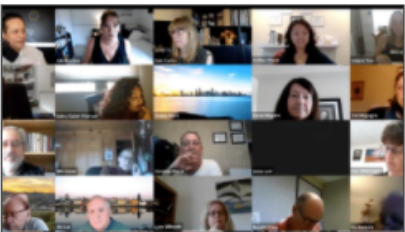
Favorite ☆

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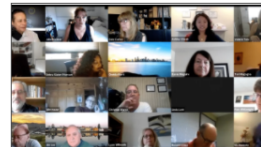
Favorite ☆

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



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Favorite ☆



21/08/04 - Marketing Calendar MUSTS: How to Finish the Year Strong

Favorite ☆



21/07/29 - How to Generate LinkedIn Leads Using Your Power Agent Content

Favorite ☆



21/07/28 - How to Generate a SURGE of Listings From One Open House

Favorite ☆



21/07/15 - How to Write an Intriguing Real Estate Bio that Gets READ

Favorite ☆



21/07/14 - 6 Best Strategies to Increase Your Listing Inventory

Favorite ☆



21/07/07 - List 3 Out of 4 FSBO Listing Appointments

Favorite ☆



21/07/01 - Repeat & Referral Secrets: Automating Your Appreciation to Win Business

Favorite ☆



21/06/30 - What To Do Now that Zillow is a Competing Brokerage

Favorite ☆



21/06/23 - How To Prepare Your Buyers in a Seller's Market

Favorite ☆



I am currently working with an agent
as their buyer client.

Thank you for the opportunity to view this property for sale.
Should you have any questions, feel free to contact my agent.

Note to Agent: Place Your Contact Information Here

POWER  AGENT®



4. Work ON Your Business

DarrylSpeaks.com/Trial



To Summarize.....

1. **Get Focused & Organized**
2. **PROSPECT**
3. **Do Open Houses**
4. **Work ON Your Business**
5. **Become a *Power Agent*[®] Today for ONLY \$5**



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**
- **Cancel anytime**
- **BONUSES TODAY**

DarrylSpeaks.com/Trial



POWER Agent Members



Suzanne Dern

September 30 at 9:14 AM · 🌐



Good morning group! Just have to shout out that yesterday I got a new listing. Yea! The lead came through efforts I have been doing for a long while, but the difference with this listing is that I handled it differently. I had left Darryl's coaching program over a year ago, what with Covid, conflicts with other programs, etc. So, I made the decision to let this training go. BIG MISTAKE! I had come to realize recently, that my attitude about my Real Estate business had changed and my gusto and enthusiasm was gone, along with Darryl. So, I rejoined just a few weeks ago. And, you know what, my enthusiasm and mindset over the last few weeks has changed. Just with the help of those Monday morning calls to start off every week, not to mention the webinars on Wednesdays, that I did for free before rejoining, my business is improving. And I am improving! I am so glad to be back in the fold, I am going to make better use of this program than I did before, and I know I will be a better agent and person for it! Glad to be a part of this group again, and, yes, so glad I got that new listing yesterday! Take Care Folks!

[View Insights](#)

252 Post Reach >



April Elsner, Justine Ventriglia-Green and 16 others

6 Comments



Like



Comment

All Comments ▾



Amanda A. Albert

I agree with you. I am a new power agent, one month in and I also see a great shift in attitude toward my business. Much more motivated. Looking forward to month 2. Congratulations on your new listing!!!

Like · Reply · 5d



1



Julie Baron Escobar [Admin](#) 🗨️ +2

Suzanne and Amanda - you guys just made our whole team SMILE! **Congrats** on powerful new mindsets and successes! We are here for you all! 😊

Like · Reply · 5d



Kelly Powers

Awesome!! **Congratulations!**

Like · Reply · 5d



Suzanne Dern [Author](#)

In retrospect, leaving the program is one of the dumbest business decisions I have made...so glad to be back!

Like · Reply · 5d



1

DarrylSpeaks.com/Trial



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Like · Reply · 5d



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Like · Reply · 5d



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Like · Reply · 5d



Suzanne Dern Author

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Like · Reply · 5d



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





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*





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





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



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.



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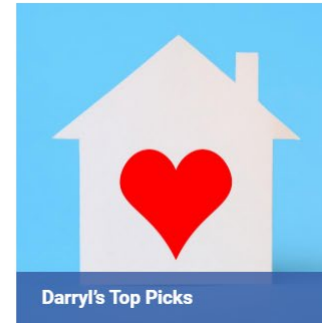
Buyers



Coaching Calls



CRM



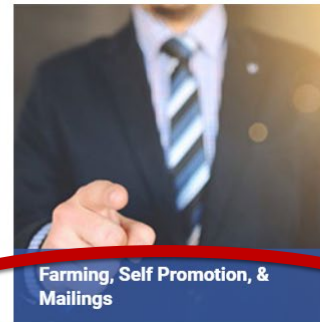
Darryl's Top Picks



Directory



Facebook



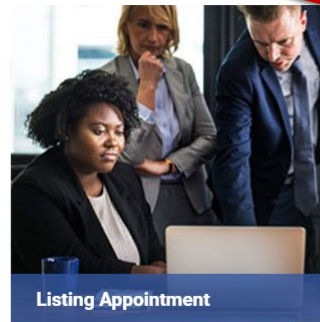
Farming, Self Promotion, & Mailings



Favorites



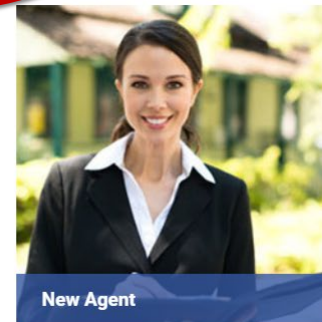
Infographics



Listing Appointment



Negotiating Offers

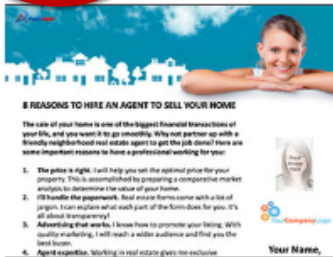
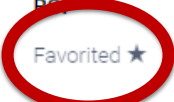


New Agent

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	250	200	150
ESTIMATED MARKETING COST PER YEAR	\$ 1,800.00	\$ 2,400.00	\$ 3,000.00
ADDITIONAL MARKETING EXPENSE			
AVERAGE SALES PRICE	\$ 210,000.00	\$ 180,000.00	\$ 150,000.00
AVERAGE COMMISSION PER SALE (percentage of your average commission %)	\$ 7,000.00	\$ 6,000.00	\$ 5,250.00
TOTAL HOMES SOLD IN A YEAR per year	20	18	16
BROWNE'S RATE (total # of homes sold & line # divided by total homes in form & line #)	0.33	0.32	0.36
INDICATE PARENTAL (total homes sold & line # of average commission % in #)	\$ 1,500,000.00	\$ 1,280,000.00	\$ 1,140,000.00
ASSUMING YOU GET 25% OF THE LISTINGS	\$ 30,000.00	\$ 41,400.00	\$ 38,400.00
ROI	14.29%	17.06%	14.29%

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

Search Classroom...



MAKE A SUGGESTION



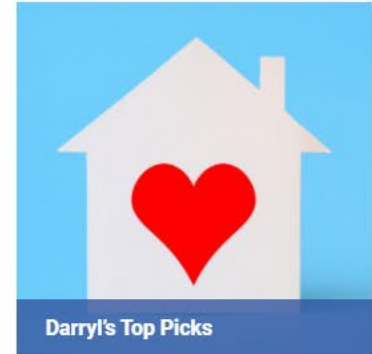
Buyers



Coaching Calls



CRM



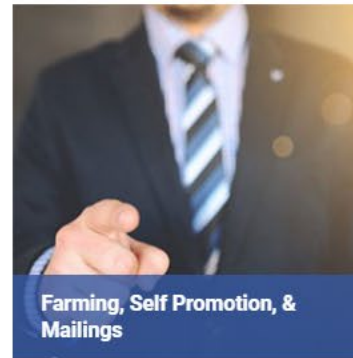
Darryl's Top Picks



Directory



Facebook



Farming, Self Promotion, & Mailings



Favorites

DarrylSpeaks.com/Trial

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 called is because _____ need a lot of home in your area and and that's some 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, in 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 called 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)

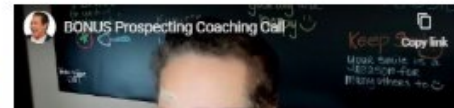


No FSBO Should Be a FSBO (Video)

FSBOS AND EXPIREDS UNLEASHED: THE SECRET SAUCE TO



WHY A FSBO SHOULD NOT BE A FSBO



DarrylSpeaks.com/Trial



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

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

3-Part Breakthrough
Business Plan
(43 Pages)

TOTAL VALUE
~~**\$1,896**~~

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for ONLY

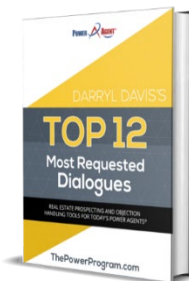
\$5 for

30 days

*\$47/month after
(cancel anytime)*



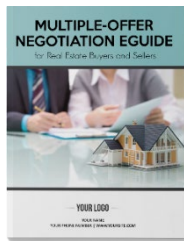
New Agent Starter
Success Kit (29 Pages)
\$127



Darryl's Top 12 Most
Requested Dialogues
\$157



184 Ways An Agent
Earns Their Commission
\$47



Customizable Multiple
Offer eGuide For
Buyers or Sellers
\$97

Offer #	Price	Date	Offer #	Price	Date
1	\$100,000	10/10/2020	4	\$100,000	10/10/2020
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3	\$100,000	10/10/2020	6	\$100,000	10/10/2020
4	\$100,000	10/10/2020	7	\$100,000	10/10/2020
5	\$100,000	10/10/2020	8	\$100,000	10/10/2020
6	\$100,000	10/10/2020	9	\$100,000	10/10/2020
7	\$100,000	10/10/2020	10	\$100,000	10/10/2020
8	\$100,000	10/10/2020	11	\$100,000	10/10/2020
9	\$100,000	10/10/2020	12	\$100,000	10/10/2020
10	\$100,000	10/10/2020			
11	\$100,000	10/10/2020			
12	\$100,000	10/10/2020			

Multiple Offer
Spreadsheet
\$97

PLUS...

- **Today's Slides** - \$47
- Copy of **webinar** - \$47
- 30 days of **Power Builder CRM** - \$49

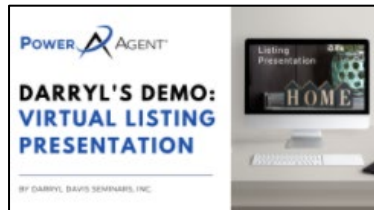
CLAIM YOUR OFFER HERE



DarrylSpeaks.com/Trial



**Power Agent
Comments!**



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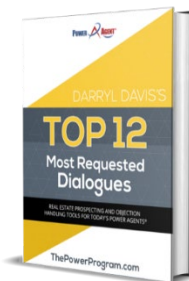
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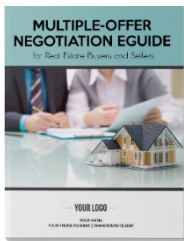
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4	\$100,000	10/10/2020	7	\$100,000	10/10/2020
5	\$100,000	10/10/2020	8	\$100,000	10/10/2020
6	\$100,000	10/10/2020	9	\$100,000	10/10/2020
7	\$100,000	10/10/2020	10	\$100,000	10/10/2020
8	\$100,000	10/10/2020	11	\$100,000	10/10/2020
9	\$100,000	10/10/2020	12	\$100,000	10/10/2020
10	\$100,000	10/10/2020	13	\$100,000	10/10/2020
11	\$100,000	10/10/2020	14	\$100,000	10/10/2020
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