WELCOME

to today's webinar:

Marketing
Calendar Musts
How To Finish The
Year Strong!

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







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



Departments -

Browsing History +

Darryl's Amazon.com Today's Deals Gift Cards Registry

1-16 of 201 results for "darryl davis"

Show results for

Books

Real Estate

Real Estate Sales

Leadership Training

Job Hunting & Career Guides

Children's Books

Kindle Store

Kindle eBooks

Real Estate

Business Leadership Training

Nonfiction

Career Guides

Real Estate Sales

Teen & Young Adult eBooks

Movies & TV

Movies

Drama

Refine by

Amazon Prime

vprime

Book Format

Hardcover

Kindle Edition

Word Wise

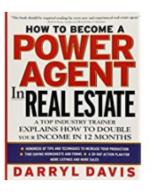
Word Wise Enabled

Actor

Darryl Davis

Ed Harris

Holland Taylor



Help

How To Become a Power Agent in Real Estate: A Top Industry Trainer Explains How to Double Your In 2002

by Darryl Davis

Hardcover

\$24⁹⁵ \$34.00 yprime Get it by Tuesday, Jan 9

More Buying Choices

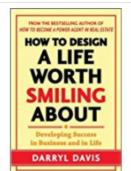
\$1.35 (141 used & new offers)

Kindle Edition

\$1870

Start reading in seconds, on your Kindle device or free Kindle app

Other Formats: Digital



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

Hardcover

\$14⁴¹ \$25.00 yprime

Only 17 left in stock - order soon.

More Buying Choices

\$6.82 (29 used & new offers)

Kindle Edition

\$**14**49

Start reading in seconds, on your Kindle device or free Kindle app

Other Formats: Paperback



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

Paperback

\$2482 \$26.00 prime

Get it by Tuesday, Jan 9

More Buying Choices

\$2.29 (69 used & new offers)

Kindle Edition

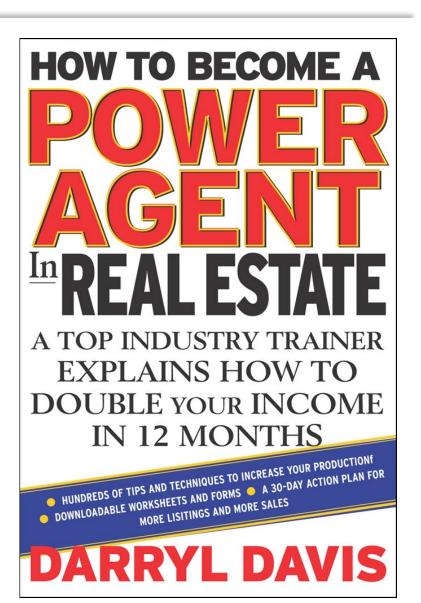
\$**14**04

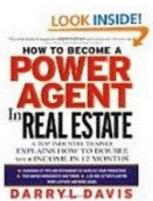
Start reading in seconds, on your Kindle device or free Kindle app

Other Formats: Digital



****** * 85





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)

おかわかか (41)

#1 Best Seller in Real Estate Sales

Eligible for FREE Super Saver Shipping.

Books: See all 23,169 items







INSPIRATIONS

The Big-Hearted and Brave

Darryl Davis, CSP

Chief Executive Officer Darryl Davis Seminars



SPEAKERS ASSOCIATION OF THE PROPERTY OF THE PR STAKING PROPERTY.

WELCOME

to today's webinar:

Marketing
Calendar Musts
How To Finish The
Year Strong!





This Webinar Is For Our POWER Agents® & Our Guests

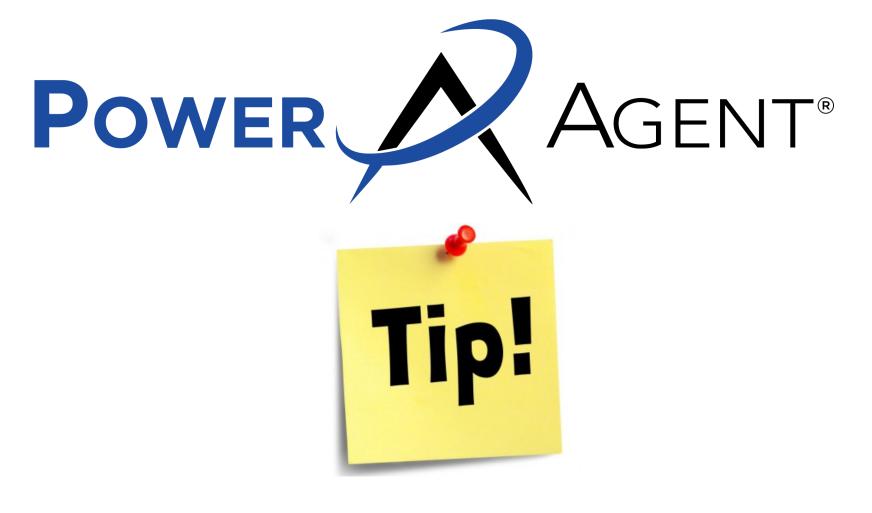






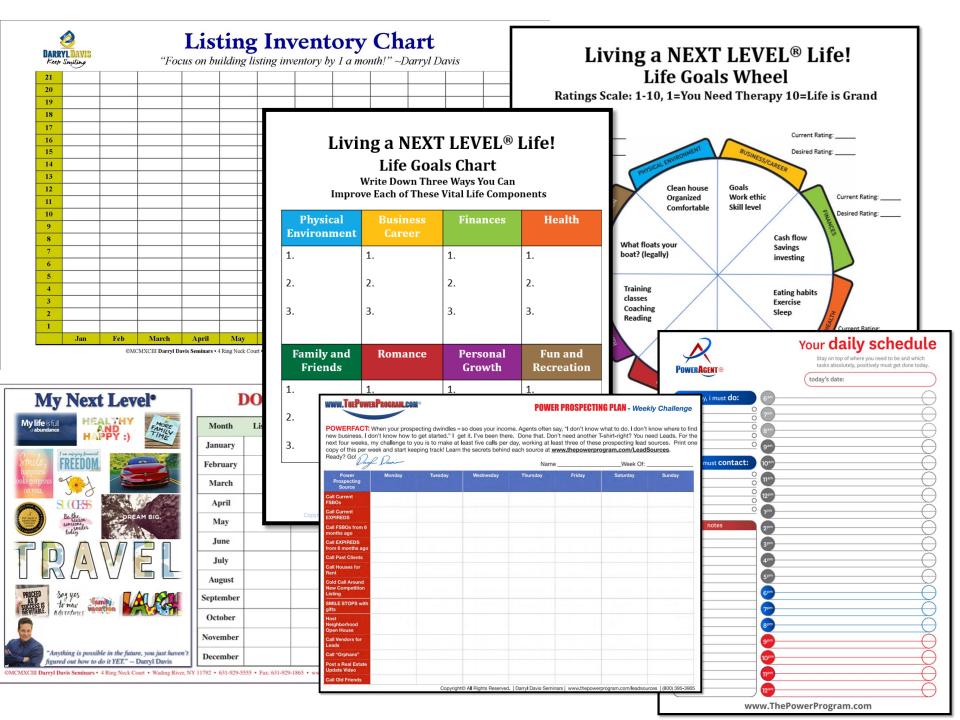
Only \$197 \$47 a month

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



1. Get Focused





DARRYL DAVIS

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



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

CONTACT

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.



























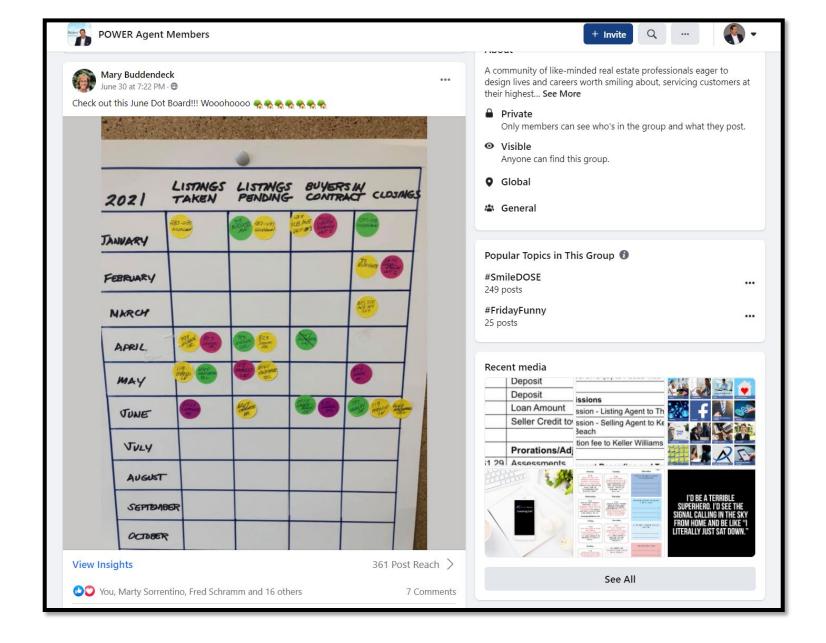


My Next Level®

DOT BOARD™

Anything is possible in the future, you just haven't figured out how to do it yet. - Darryl Davis My Next Level® VISION BOARD I am enjoying financial BE PRESENT FAMILY am part of a team Be the reason today. of Mind. POWER AGENT

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

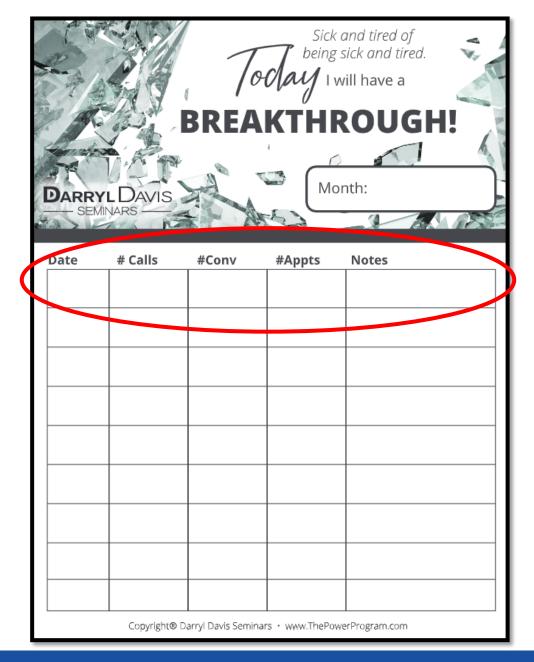




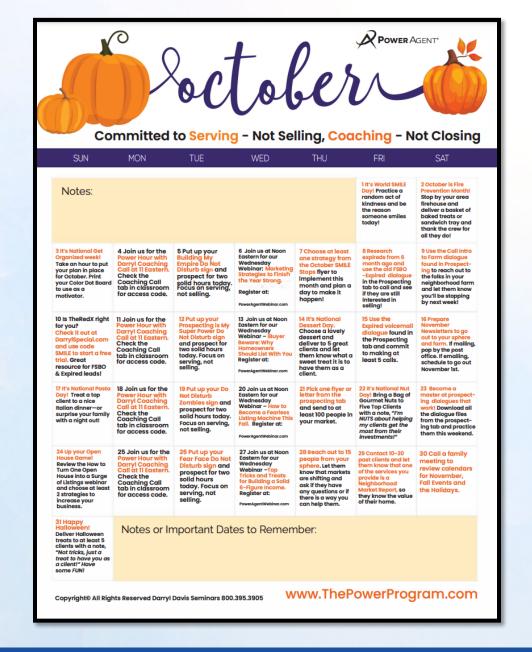
Power Agent® Activity Tracker

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							





DAY **SELLER BUYER** MY 30-DAY COMMITMENT DAY 1 DAY 2 DAY 3 DAY 4 DAY 5 DAY 6 DAY 7 DAY 8 For the next 30 DAY 9 days, I commit to DAY 10 talking to two DAY 11 people per day, DAY 12 at least one buyer DAY 13 and one DAY 14 seller, about real DAY 15 estate, so that I can DAY 16 take my business to DAY 17 my personal DAY 18 Next Level®. DAY 19 DAY 20 DAY 21 My Photo DAY 22 DAY 23 DAY 24 DAY 25 DAY 26 Signature DAY 27 DAY 28 **DAY 29** DAY 30



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! 11 Join us for the Power Hour with Darryl Coaching Call at 11 Eastern. Check the Coaching Call tab in classroom for access code. 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. 13 Join us at Noon Eastern for our Wednesday Webinar – iBuyer Beware: Why Homeowners Should List With You Register at:

PowerAgentWebingr.com

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.

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.



ACTIVITY	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	ост	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	✓		✓		✓		√		✓		✓	



MONDAY MOTIVATION

YOUR ATTITUDE DICTATES YOUR ALTITUDE

Another benefit of your Power Agent's membershoot



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!

JANUARY 18TH TO

Tuesday

1/19

DAY: DELIVER A TIN OF

FIVE OF YOUR TOP CLIENTS WITH A NOTE

THAT SAYS, "JUST WANTED TO POP BY AND SAY THANKS FOR BEING A CLIENT!"

Thursday

CREATS VIRTUAL TOURS

AND EDIT YOUR

TO TECH TOOLS AND

TRAINING FOR A 548 COUPON AND TRAINING

Saturday

1/23

DAY BELIVER A

DELICIOUS PIE TO

PIVE GREAT CLIENTS WITH A NOTE, "ANY WAY TOU SLICE IT -YOU'RE A GREAT CLIENT! THANK YOU!"

JANUARY 24TH, 2021

Your Power Agent® Team

Monday

1/18
JOIN US FOR THE POWER HOUR WITH

CALL AT IT EASTERN.

CALL TAB IN CLASSROOM FOR ACCESS CODE.

Wednesday

T/20 PUT UP YOUR

PROSPECT FOR TWO

FOCUS ON SERVING.

Friday

ICHTS AND LET THEM

KNOW THAT OHE OF THE

SERVICES YOU PROVIDE

MARKET REPORT, SO THEY KNOW THE VALUE OF THEIR HOME.

Sunday

MY POWER WEEK:

Power Acres



TRATEGIES, AND SKILL-BUILDING IDEAS

your Proper Assentiti memberatusi



How to Get In the Door...

into real estate, one of my first brokers, Mac Levitt, was the one who bout FSBO's. He was a top producer, but he wasn't a great trainer. He w to break things down to instruct.

time he was trying to train me, and I was calling FSBO's and not re, so I asked him, "What should I have said to get that appointment?" sponse was "Get in the door." He had no dialogue suggestions, no as, he only ever said, "Just get in the door." It was frustrating, but can to understand the point.

FSBO and they respond with "I have a friend in the business" or "I agent I would list with" or "I want to try selling on my own for awhile ing that you need to focus on is to get in the door.

nothing can ever happen on the phone.



POWER AGENT WEDNESDAY **WEBINARS**

OOLS FOR YOUR SUCCESS

How to Double Your Income in 12 Months

Wednesday, January 13, 2021 12-1 PM Eastern (0-10 AM Pacific)

Training!

or Less

Davis, CSP - Real Estate Coach & Trainer

IALS

off 2 barroom

tion). Fix any

including pay

e here for you!

uary 13th at Noon Eastern for How to or Less - an online training where we

of training and coaching agents. If you're

ne stage for your personal Next Level®

al Next Level® is so you can stay focused

ting machine and bulld Inventory all year

stay top of mind with potential clients.

agement tools to balance family and work, un in your business

g buyers and sellers to call you

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

/lapeaka.com/online-training

to help!

TER NOW

OWER AGENT clusive Newsletter

AGENT TOOLKIT

SUCCESS

er to email a printable copy!

on below to download.



ff to the races doesn't it? It also is a e you're having a great week! For this Thursday's Tool e've put together an awesome new share a handy Home Buying Checklist for you. This nedia! We'll also be sending you a eat addition to your buyer's tools. You can share via

on Tuesday!

Agent[®]

lewsletter

RATEGIES

BUYERS AND SELLERS

nation on the bottom your social media platforms end to your book of business

! Here's to the week ahead filled to

into some of the most effective tools and BUYING (heaklast

ad to the Buyers tab for more Buyer tools.

for your open houses, or save as a JPEG and put on

RESEARCH MORTGAGES

First out if you qualify for a special loos, such a VA. FRA, or HUD Home Staying Program Request quotes from multiple lenders and

MAKE A HOME SHOPPING LIST

Clet a head start by compiling your home

sac or a garden/shed workshop in yard.

START HOUSE HUNTING

Visit open house and

Dountoed the Prolig upp to brouse listing

proparison slap for barns

Get preapproved for a mortgage

BORHOOD

wish list with the following: Must-haves: such as require number of bertood is on an bedrooms and bathrooms. ting for a foatures. Nice-to-haves: such as a home on cul de

ing yarrasii ideal to stay out

Dream features: such as pro grade istchen, appliances, or a hot tub off the master hadroom.

pripate showings.

POWER AGENT _____ -----

redictions





and sellers in the

Millennials & Gen-Z

Younger Millerroom and

COMPLIMENT DAY! PAST CLIENTS AND SOMETHING THAT AND SPECIAL TO YOU!

COMPLEMENT THEM ON MAKES THEM UNIQUE

1775 NATIONAL

NUMBER OF PROPLE/FAMILIES I WILL SERVE:

中華 化丁二丁二

GRATITUDE LIST:

THIS WEEK

TOP 1 THINGS I MUST

POWER AGENT TOOLSO

21 THING I NEED TO LET

DOWNLOAD MY WEEKLY PLAN

BUSINESS The Real Estate Agent's PLAN 1. Personal Survival Money Needed 2. Business Survival Money Needed 3. Income Tax 4. Misc.* TOTAL MONEY COMMITMENT PERSONAL BUSINESS PLAN Desired Income Average Commission Per Side Number of sides needed to reach income (A+B=C) 75% Comes from Listings Sold Sides (Cx0.75=D) Comes from BuyerSides (Cx0.25=E) What % of Listings end up selling? How many listings do you need to get per year? (D+F=G) How many listings is that per month? (G+12=H) How many listing appointments needed to get 1 listing? Number of listings a month? (Answer is line H) Number of appointments needed per month? (IxJ=K) How many appointments a week? (K+4=L) How many calls do you need to make to schedule 1 appt.? (M) Monthly # of appointments scheduled? (Answer is line K) mber of calls needed to be made each month? (MxN=O) (O)____ How many calls a week? (O+4=P) NAME: TO BE COMPLETED BY:







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)

TODALS WEDNARD OFFIELD OTAL VALUE \$1,896



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



Darryl's Top 12 Most **Requested Dialogues** \$157



Multiple Offer Spreadsheet \$97



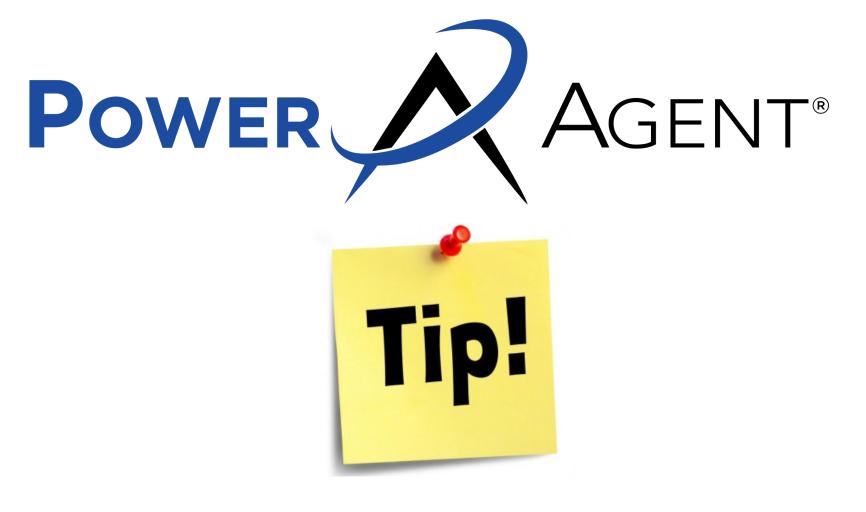
Customizable Multiple Offer eGuide For Buyers or Sellers \$97

PLUS...

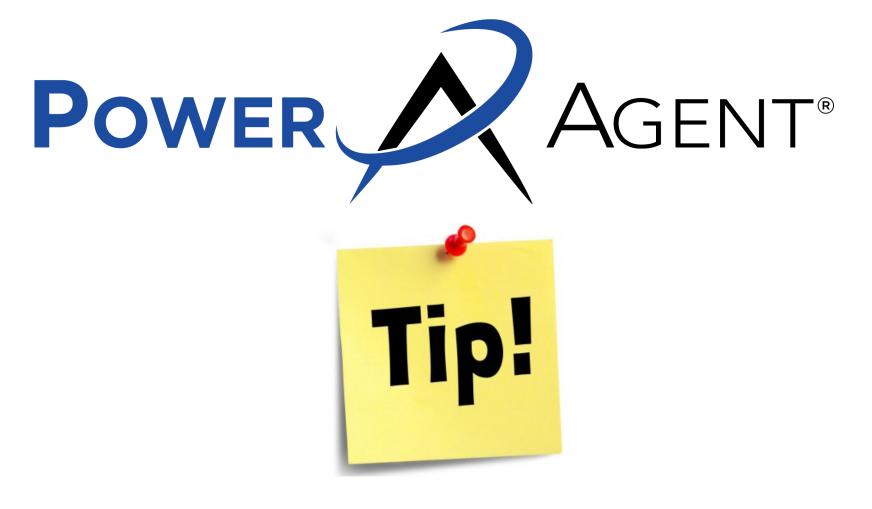
- **Today's Slides \$47**
- Copy of webinar \$47
- 30 days of *Power Builder* CRM \$49



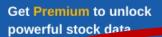
184 Ways An Agent Earns Their Commission \$47



1. Get Focused



2. Prospect For LISTINGS



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

gurufocus

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



Follow

ASX:NWS ▼1.41% NWSA ASY

Write for GuruFocus

Submit an article

to use GuruFocus - Tutorials

at Is in the GuruFocus Premium Membership?

A DIY Guide on How to Invest Using Guru Strategies
GuruFocus New Features

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

DARRYL DAVIS

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



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

CONTACT

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.







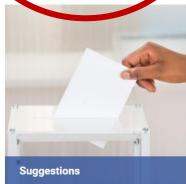














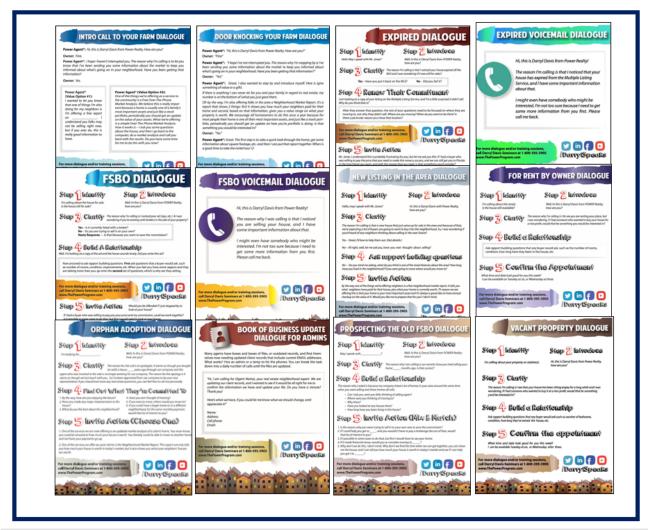








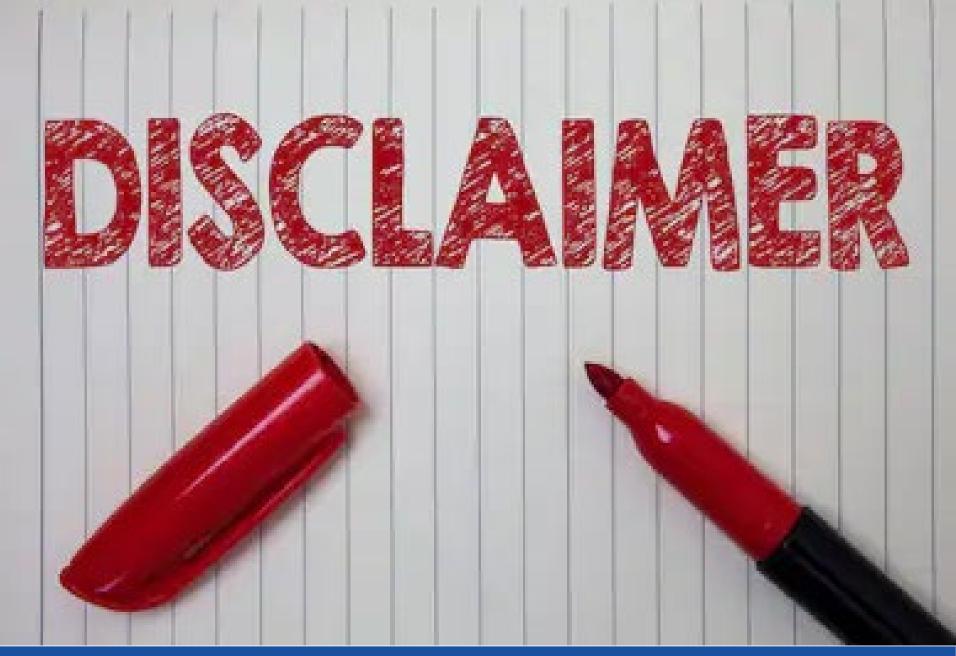
Dialogue



Best Sources of Leads

1. FSBOs







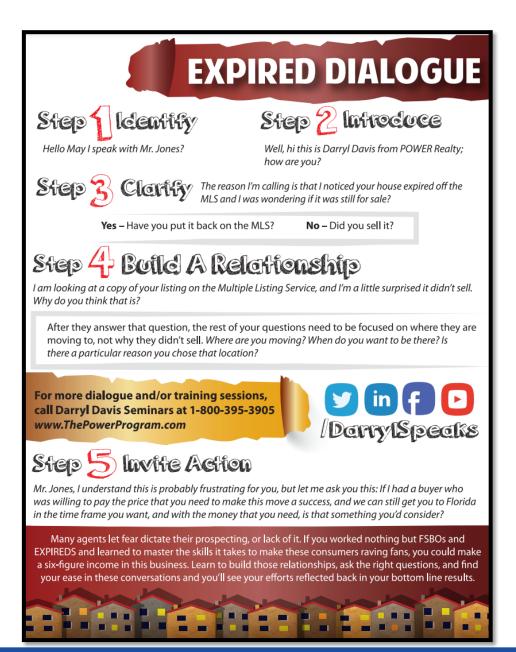
"I love Darryl's FSBO
Dialogue. I actually find
that FSBOs are nicer
than I thought. I listed 5
FSBOs in one
weekend!"

Carmen Lacey-Billups Howard Hanna Real Estate



Best Sources of Leads





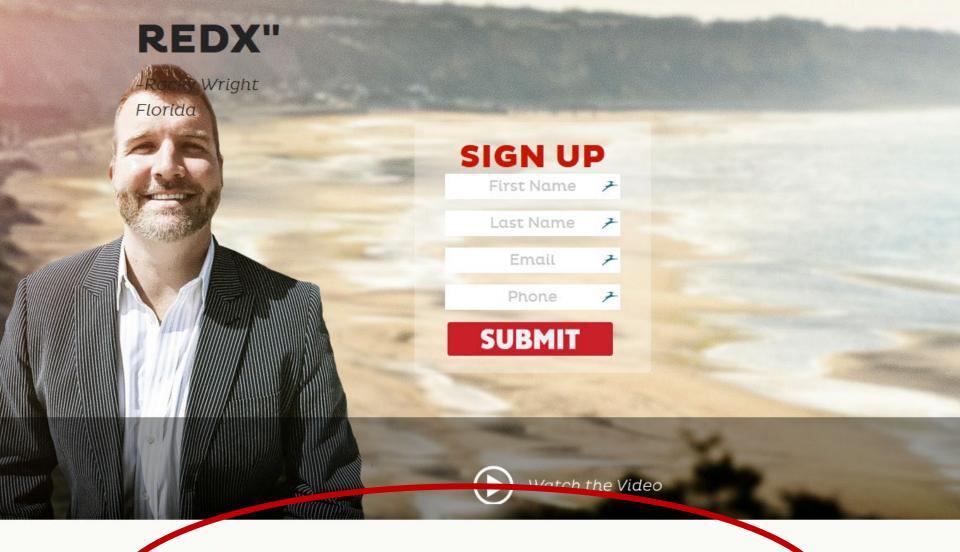
Step 4 Build A Relationship

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

After they answer that question, the rest of your questions need to be focused on where they are moving to, not why they didn't sell. Where are you moving? When do you want to be there? Is there a particular reason you chose that location?

Best Sources of Leads



















Turn Expired Listings into powerful leads with Get cleaner, faster For Sale **Ry Owners without**

Rescue landlords from vacant rentals, easiest apGet the most accorde, due phone numbers Call more people in less time with our





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?



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/i/98742639514



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

September 8, 2021 | 12pm Eastern





CONTACT

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



Getting to Know The Power Builder® CRM Part 2

September 16, 2021 | 12pm Eastern

Best Sources of Leads



#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

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, <u>if I can be of any assistance to you now</u>, 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

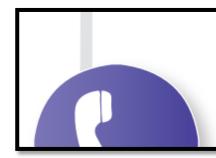


- 1."Hunna, this is _____ how are you?!"
- 2."Recently I was thinking about my past clients and just wanted to check-in."
- 3.Talk about them and how they are
- 4. When they ask about your business, say "Because interest rates are so low, I'm finding..
 - People are either refinancing
 - •Or they're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

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

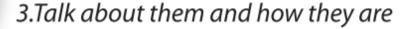






1."Hunna, this is _____ how are you?!"

2."Recently I was thinking about my past clients and just wanted to check-in."



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



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

Copyright© All Rights Reserved. | Darryl Davis Seminars | ThePowerProgram.com | (800) 395-3905



Worthy Ideas

Favorited ★



SMILE Stops - April

Favorite ☆



SMILE Stops - August

Favorite ☆



Smile Stops - December

Favorite ☆



SMILE Stops - Dog Days

Favorite ☆



SMILE Stops - February

Favorite ☆



SMILE Stops - June

Favorite ☆



SMILE Stops - March

Favorite ☆



SMILE Stops - May

Favorite ☆



SMILE Stops - September

Favorite ☆



SMILE Stops - Spring

Favorite ☆



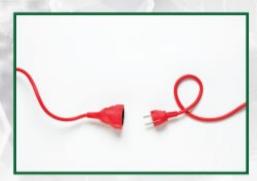
SMILE Stops - Summer

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

Best Sources of Leads



2. Expireds

3. Houses for Rent

4. Past Clients

5. Orphans





Orphan LETTER

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

Dear Hunna-Hunna:

I am writing you this letter because in "MONTH" of "YEAR" you "BOUGHT OR SOLD" your home through our office with an agent who is no longer with this office.

I am delighted to let you know that Mary Yadda Yadda has been specially selected to be your Marketing Specialist. Our goal is to bring you this very best service in real estate. Period. At Power Realtors our 30-year history of success put us at the top of our field and last year alone we helped over "PLACE REAL NUMBER HERE" families achieve their goal of selling or buying a home right here in the "GENERAL AREA".

Mary is "PLACE BIO BLURB HERE" and I am sure you will be delighted with her exemplary service. She will be contacting you in the next week or so to introduce herself so if you have any real estate questions at all (or if any of your friends might need some real estate advice) Mary will be there for you, your friends and your family. Thanks again for working the Power Realtors and please feel free to call Mary or me personally if there is anything we can do for you.

Sincerely,

Sincerely, Darryl Davis



I am delighted to let you know that Mary Yadda Yadda has been specially selected to be your Marketing Specialist. Our goal is to bring you this very best service in real estate. Period. At Power Realtors our 30-year history of success put us at the top of our field and last year alone we helped over "PLACE REAL NUMBER HERE" families achieve their goal of selling or buying a home right here in the "GENERAL AREA".

Mary is "PLACE BIO BLURB HERE" and I am sure you will be delighted with her exemplary service. She will be contacting you in the next week or so to introduce herself so if you have any real estate questions at all (or if any of your friends might need some real estate advice) Mary will be there for you, your friends and your family. Thanks again for working the Power Realtors and please feel free to call Mary or me personally if there is anything we can do for you.





Step 3 Clarity

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 Darry Davis Seminars at 1-800-395-3905











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



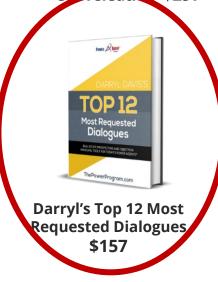
New Agent Starter Success Kit (29 Pages) \$127

PLUS...

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



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





3-Part Breakthrough **Business Plan** (43 Pages)



Multiple Offer Spreadsheet \$97



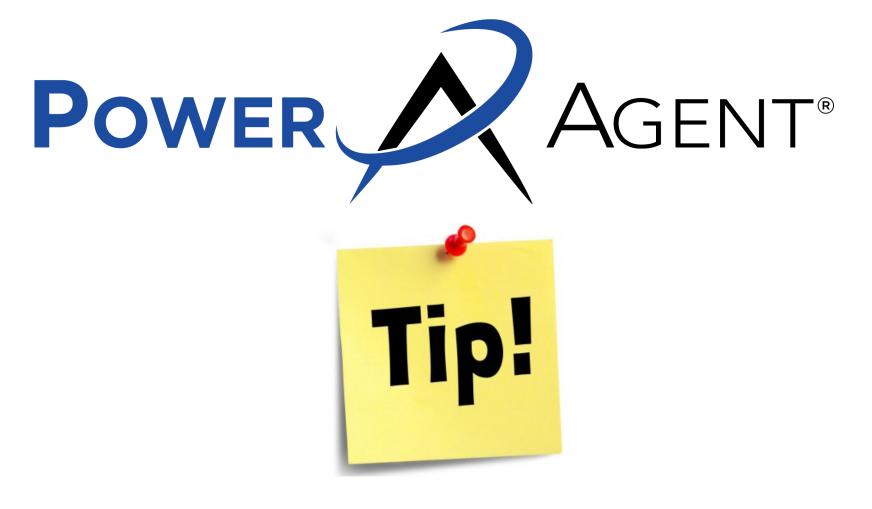
184 Ways An Agent Earns Their Commission \$47



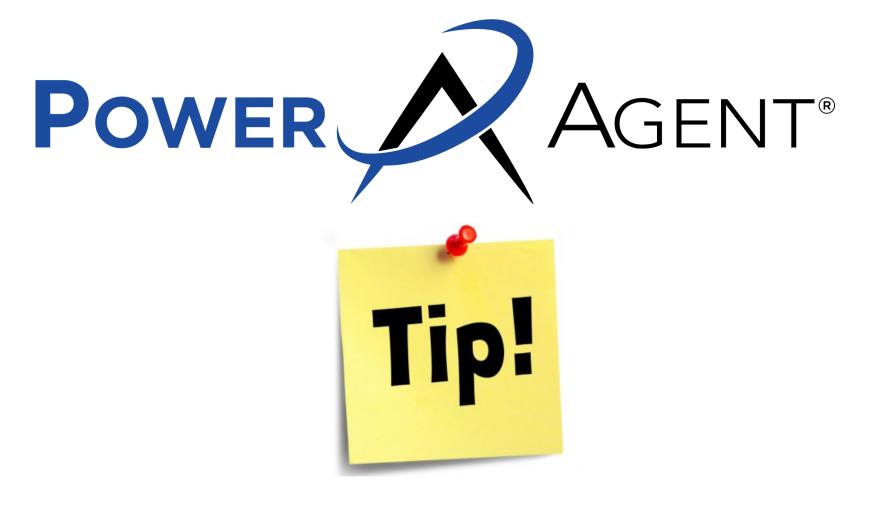
TODAY'S WEIGHNAD OFFIFE **TOTAL VALUE** \$1,896



Customizable Multiple Offer eGuide For Buyers or Sellers \$97



2. Prospect For LISTINGS



3. Do Open Houses







CLASSROOM MEETING PLANNERS RESOURCES WORKSHOPS **ABOUT** BLOG CONTACT 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 Connection The Key Between Gifting a Referrals

Favorite ☆



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

/orite ☆



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 ☆



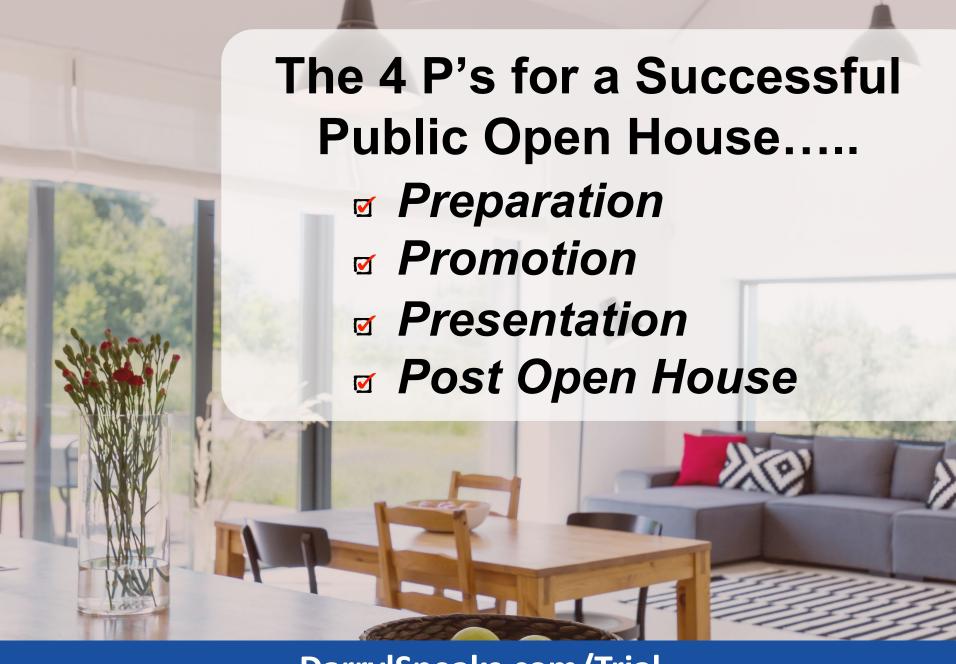
21/08/18 - How To Double Your Income In The Next 12 Months

Favorite ☆



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

Favorite ☆

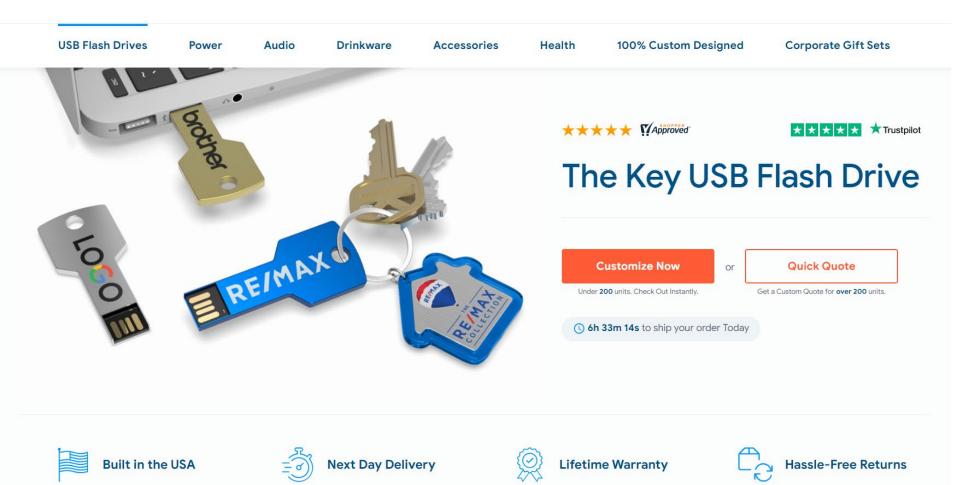


Open House Packing List

- 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



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 outask if they want them
emailed
USB drives and QR code cards



Welcome! Please Register... Address City State Zip Phone email_ How did you learn about this open house? □ Newspaper ad □ Sign □ Other □ REALTOR® ☐ Internet 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 recistering! **Agent Name** Company Phone email POWER AGENT

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]



CLASSROOM CONTACT ABOUT MEETING PLANNERS RESOURCES BLOG

HIRE DARRYL

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



Classroom for Power Agents

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



Coaching Calls

Connect to weekly coaching every Monday with these call codes.



CRM: Power Builder Tool

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



Facebook Closed Group

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



Quick Guide & Tutorials

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



Profile & Billing

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



Power Agent® Directory

Your Source for Power Agent® Referrals and Networking.



Webinar Registration

Learn the latest Next Level strategies and solutions for agents.



COACHING CLASSROOM WORKSHOPS ABOUT MEETING PLANNERS RESOURCES CONTACT BLOG SHOP



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



DarrylSpeaks.com/Trial





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



iBuyer - Presentation

Favorite ☆



iBuyer - Presentation Slides

Favorite ☆



Infographic - 2021 Predictions

English | Espanol

Favorite ☆



Infographic – Home Staging Success

Favorite ☆



Inspirational – Warren Buffett

Favorite 🕸

Over (harms),

I believe we may have a buyer for your house,
the have been executing until your for properties for over of our house,
tooking in your imagination, from which we can find on public result,
early an executing until your form of the public of the min. It you see that the public of the min. It you to the public of the min. It you to the public of the min. It you can have a great which or so management.

Someone,
[purp resemb]

Company

of all

Company

Letter - "I Have A Buyer"

English | Espanol

Favorite ☆



Multiple-Offer Tracking Spreadsheet

Favorite ☆



Presentation - Buyer Agency

Favorite ☆



Prospecting Texts

English | Espanol

Foresta



Report – 2021 Real Estate Predictions

English | Espanol



Slide – Buyers Freeze When Confused

Favorite ☆



Video/Article – The Shiny Penny Concept

Favorite ☆



FOLLOW UP TO OPEN HOUSE DIALOGUE





Hello, may I speak with Mr. Jones?

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



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



Host a Neighborhood Open House First



Office Contact Information

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



You are personally INVITED

*THIS EVENT IS BY INVITE ONLY

You are personally invited to a **Neighborhood Open House!**

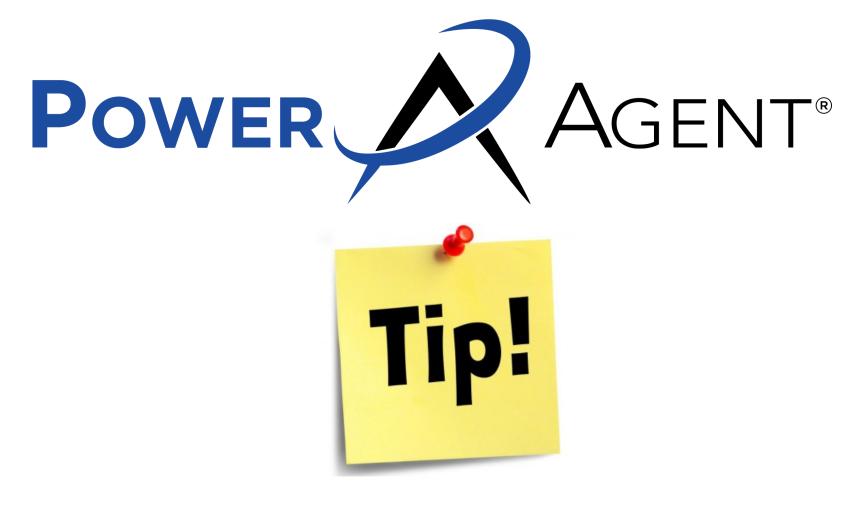
As the homeowners will not be present, I will provide a personal tour of the home at

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)



4. Work ON Your Business



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆



21/02/17 – How to Create Buyer Loyalty

Favorite ☆



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆



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

Favorite ☆







Google Slides

Video Conference Platform



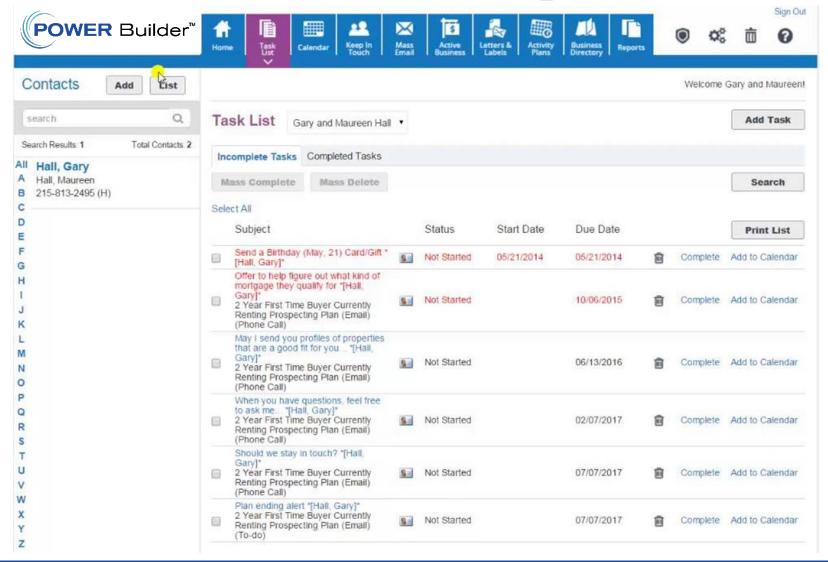




CRM

Customer Relationship Management Customers/Clients Really Matter Keep Reminding Me

User Friendly Lists



Newsletter Built In





Website Lead Capture



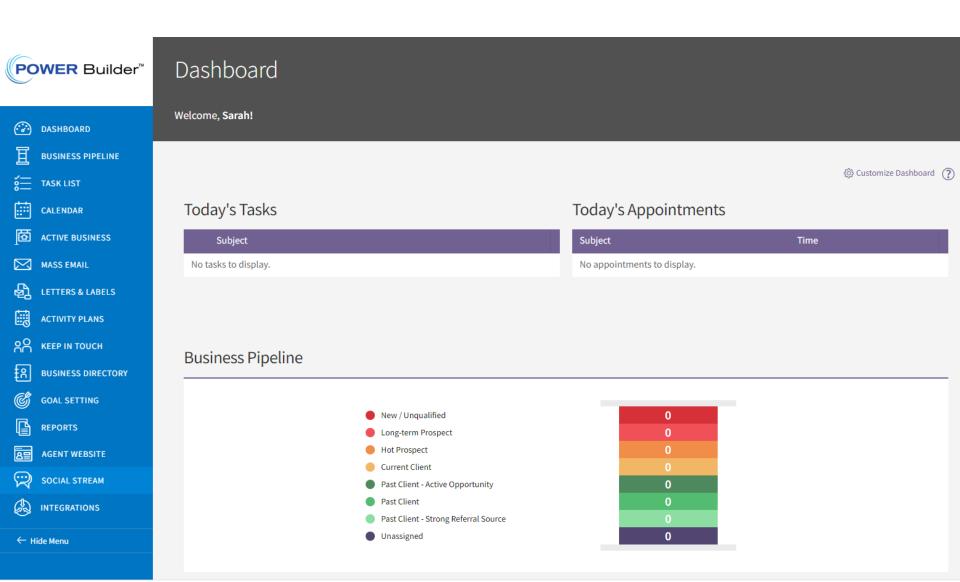
Automated Campaigns

Social Intelligence Contact Profile Keep in Touch Activities/History Properties **Business Directory** Documents STATUS FOLLOW UP FREQUENCY Hot Prospect 7 days Keep in touch events available to all contacts Event Date Status Include Contact in Event Monthly e-Newsletter Active 1 Recurring 4th of July Fireworks Party Thursday, Jul 04, 2019 Active Client Appreciation Party Wine and Cheese Friday, Dec 06, 2019 Active 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

Automated Social Posting









Don't Forget to Add Orphans Into Your CRM

DARRYL DAVIS

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



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



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

September 8, 2021 | 12pm 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



How to Master the Telephone & Generate 100k a Year

September 15, 2021 | 12pm Eastern



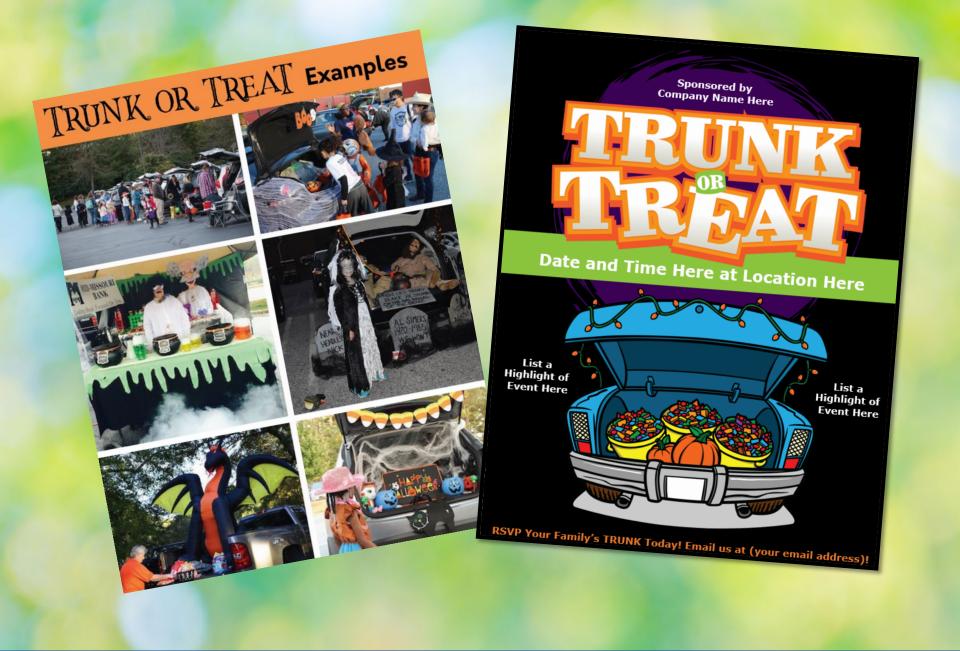
The Market is Shifting: 6 Ways to Generate a Surge of Listings

September 1, 2021 | 12pm Eastern

You are registered!

Please check your email for your join link.











DarrylSpeaks.com/Trial





















































































Using Value Pieces









Disaster Plan - Pets

English | Espanol

Favorite ☆

Easy Move Guide Offer

English | Espanol

Favorite ☆

eGuide - Easy Move Guide

English | Espanol

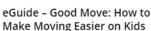
Favorite ☆

eGuide - Farming Field Guide

English | Espanol

Favorite ☆





English | Espanol

Favorite ☆



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 ☆

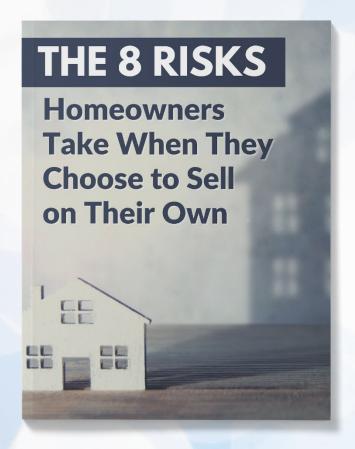








Value Pieces



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



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

Counter an offer and reject other offers

Counter one offer, and put other offers on hold until counter-offer



submit e. The epted a Fig. less take a look at some of the facts and strategies that make can affect this can some Is of mul-BOTH panies are seeking the best financial terms for their interests. te a "bidding sales price here are listing Brokers, who represent the seller's best interest, and er, in some mit the level Representatives who represent the buyer's interest. All REALTORS® are xistence or and the real estate regulation and, if they are REALTORS®, to the Code this of the National Association of REALTORS®. offers. Your real an guide you. The Code of Ethics obligates REALTORS® to be honest with all parties; bestones and counter-offers quickly and objectively; and to cooperate are boles. Coperation involves sharing of relevant information.

MULTIPLE-OFFER NEGOTIATION EGUIDE

for Real Estate Buyers and Sellers



YOUR LOGO

YOUR NAME
YOUR PHONE NUMBER | WWW.YOURSITE.COM

llers are often tiple buyers.

ffers being

counter-offer

ot a ing listed prable ve a help bid he ar. help harket ence, me er a

bmit

her ed a

this

me nul

dding rice me evel or

or ır real you.

6

1

5



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



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



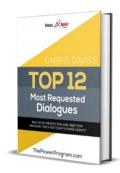
3-Part Breakthrough **Business Plan** (43 Pages)



\$1,896



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



Darryl's Top 12 Most **Requested Dialogues** \$157



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





Agent Name here (123) 456-7890



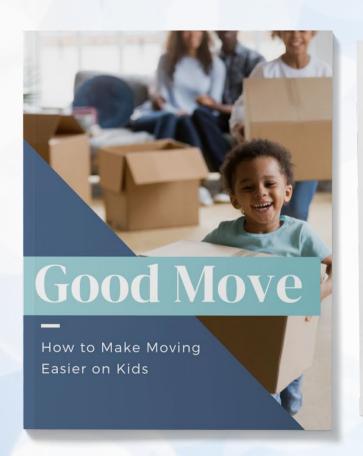
Look at Homes!

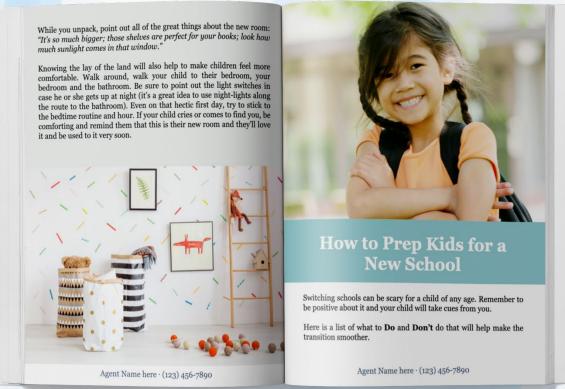
Now that you've worked out your "must-have" and "nice-to-have" list, you will finally go look at homes. Your real estate agent will have information about the local housing market and will know what to look for when you view the homes, whether in person or virtually.

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.



Agent Name here (123) 456-7890











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 alundry baskets, bins, suitcases, and other large bags to move your tiems. 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 if 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.







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

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!

Postcards



Social Media Post

YOUR NAME, YOUR COMPANY

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

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, 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.





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)





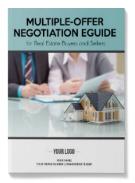
New Agent Starter Success Kit (29 Pages) \$127



Darryl's Top 12 Most Requested Dialogues \$157



Multiple Offer Spreadsheet \$07



Customizable Multiple Offer Guide 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



R.E.A.L

Rapport
Engage
Advice
List & Leave



Virtual Listing Presentation or Homeowners (103 **Slides)** \$497



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



3-Part Breakthrough **Business Plan** (43 Pages)

TODAY'S WEIGHNAD OFFIFE **TOTAL VALUE** \$1,896



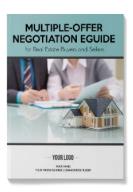
New Agent Starter Success Kit (29 Pages) \$127



Darryl's Top 12 Most Requested Dialogues \$157



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



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



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

CONTACT

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.

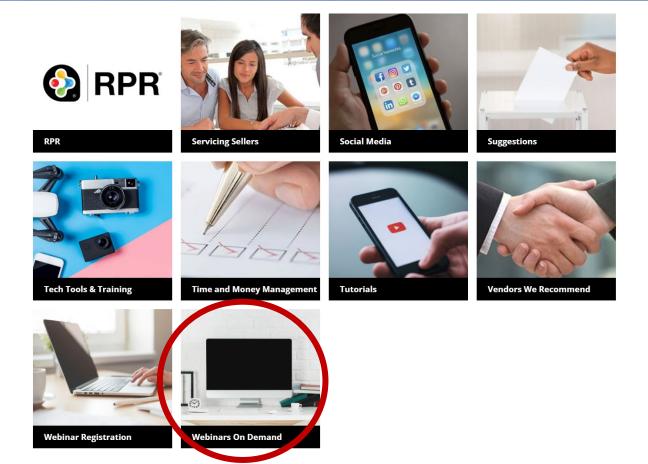




CLASSROOM CONTACT WORKSHOPS ABOUT MEETING PLANNERS RESOURCES BLOG

HIRE DARRYL

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





MEETING PLANNERS COACHING CLASSROOM WORKSHOPS **ABOUT** RESOURCES BLOG SHOP CONTACT 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

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 ☆





COACHING CLASSROOM WORKSHOPS ABOUT MEETING PLANNERS RESOURCES BLOG SHOP CONTACT

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 ☆



CLASSROOM WORKSHOPS MEETING PLANNERS RESOURCES CONTACT **ABOUT** BLOG

HIRE DARRYL

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



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 ☆





COACHING CLASSROOM WORKSHOPS **ABOUT** MEETING PLANNERS RESOURCES BLOG CONTACT

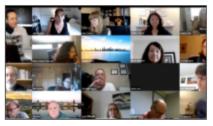


WELCOME SARAH! ARE YOU READY TO HAVE A POWERFUL DAY?



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 ☆



COACHING CLASSROOM MEETING PLANNERS WORKSHOPS **ABOUT** RESOURCES BLOG SHOP CONTACT HIRE DARRYL

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



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 ☆



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 RFAD

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 N that Zillow is a Competing Brokerage

Favorite ☆



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

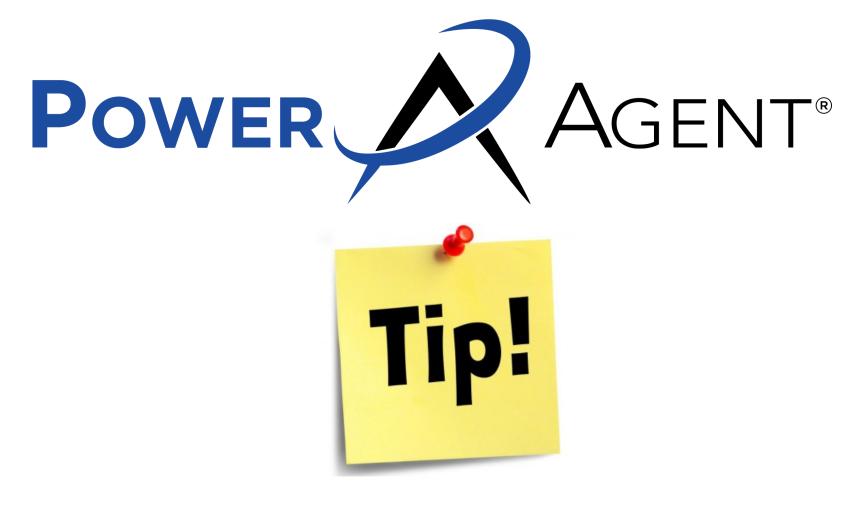
orite ☆



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



4. Work ON Your Business



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



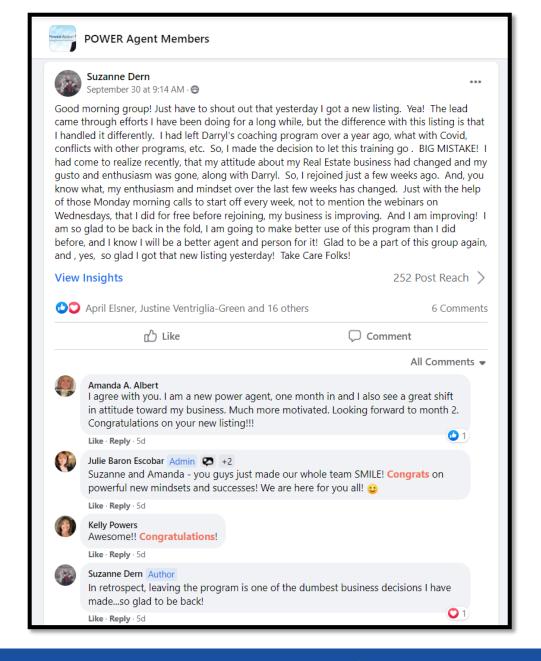






Only \$197 \$47 a month

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





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!







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 <u>Best Strategies</u> to DOUBLE Your Income
- How to Master the Listing Appointment





POWER AGENT®

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





CLASSROOM CONTACT ABOUT MEETING PLANNERS RESOURCES BLOG

HIRE DARRYL

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



Classroom for Power Agents

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



Coaching Calls

Connect to weekly coaching every Monday with these call codes.



CRM: Power Builder Tool

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



Facebook Closed Group

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



Quick Guide & Tutorials

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



Profile & Billing

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



Power Agent® Directory

Your Source for Power Agent® Referrals and Networking.



Webinar Registration

Learn the latest Next Level strategies and solutions for agents.





COACHING CLASSROOM WORKSHOPS ABOUT MEETING PLANNERS RESOURCES BLOG

CLASSROOM







TOP TO REASONS TO LIST YOUR HOME BEYON WHO WE REFORE THAN FOR BEFORE THAN FOR BEYON WHO WE NOT THAN FOR THAN FO



10 Home Improvement Ideas for



A	THE REST OF THE PARTY OF THE PA	
\sim	TOTAL TO SERVICE	
	Manual Residence	
		4
	REASONS TO HIRE AN AGENT TO SELL YOUR HOME	
	sale of your home is one of the biggest financial transactions of	
	or life, and you want it to go smoothly. Why not partner up with a male neighborhood real estate agent to get the job done? Here are	
966	ne important rescens to have a professional working for you:	
1.	The price is right. I will help you set the optimal price for your	
	property. This is assumptioned by preparing a comparative market analysis to determine the value of your home.	
2.		
	jargon, Ircan explain what each part of the form does for you. It's	
	all about transparency! Advertising that works, I know how to promote your listing. With	ège
	quality marketing. I will reach a wider audience and find you the	

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

Favorite ☆

TOTAL MUNICIPAL PROMIS	250	200	350
OSTIMATED MAILING COST POR YEAR	5 1,800.00	5 2,400,00	5 3,000.00
ADDITIONAL MARKETING EXPENSE			
ANTRAGE SALIS PRICE	5 250,000.00	\$ 380,000.00	1 310,000-00
ANTRAGE COMMISSION PER SALE (not solver of your overage commission III)	5 7,500.00	5 9,000,00	5 13,500-00
TOTAL HOMES SOLD ON FARM last year	20	ю	16
TURNOVER MATE (botol-Poliflames until Sine Sidesided by systel flower in Sonn Sine (S)	0.83	0.13	8.05
INCOME POTENTIAL frotal homes sold Sine (S revenue commission Sine S)	5 190,000.00	5 201,000.00	\$ 148,000.00
ACCUMANG YOU GET JON OF THE LITTINGS	5 30,000.00	\$ 41,600.00	1 13,600.00
10			

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

Favorited *



8 Reasons to Hire an Agent

best buser.

4. Agent expectise. Marking in real extra gives me exclusive

Favorite \$

Calculator- Farm Area Spreadsheet

Favorite ☆

Calculator- Farm Area Tutorial Video

Favorite ☆

8 Great Reasons to Hire An Agent (PowerPoint)

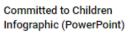
Favorite ☆



Children's Moving Book

Favorited ★





Favorite \$



Cutting Commissions Graphic

Favorited *



Dialogue – Door Knocking For Your Farm Neighborhood

Favorite ☆



Dialogue – Intro Call to Farm Neighborhood

Favorite ☆





CLASSROOM











CONTACT

HIRE DARRYL









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.

from POWER Region: how per you

litted a lot of home in your area around



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

> I get homes sold for more. Contact me today!





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 – Stranger Danger

POWERAGENT

Old FSBO for Telemarketer

1) The reason why I am calling is because our records show that you tried selling your home

and I am colling for_

Social Media Graphic - FSBO -Overpricing



Step 3 Classify. The reason why I am calling it our records show you tried selling your

Step 1 Identity Step 2 Introduce Well, hi this is Darryl Davis from POWER Realty;

months ago, is that correct?

Step 4 Build a Relationship

The resson why lasked is because my company listed a lot of homes in your area around the same time when you were selling and these homes all sold. - Can lask you, were you falls thinking of setting again?

- Where were you thinking of moving to? - Why there?

Step 5 lavite Action (Mix & Metch)

Dialogue - Old FSBOs & Expireds

Social Media Graphic – FSBO – More for Your Home



No FSBO Should Be a FSBO (Video)

Power Agent Telemarketer Script for **FSBOs**

FSBOS AND EXPIREDS UNLEASHED: THE SECRET SAUCE TO

2) Ninite. Familiaching Str.

Step 4. Firel Out What They're Committed To

that some time, and they have sald. 2) Where were you folks planning on moving to?

1) This is

Step 3. Clarify

3) Mily there?



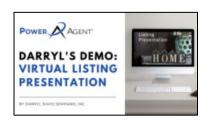
WHY A FSBO SHOULD NOT BE A







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)



Get it ALL Today for **ONLY**

\$5 for

30 days

\$47/month after (cancel anytime)

CLAIM YOUR OFFER HERE



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



Customizable Multiple Offer eGuide For **Buyers or Sellers** \$97



Darryl's Top 12 Most Requested Dialogues \$157



Multiple Offer Spreadsheet \$97



184 Ways An Agent **Earns Their Commission** \$47

PLUS...

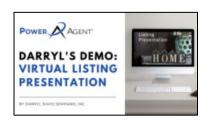
- **Today's Slides \$47**
- Copy of webinar \$47
- 30 days of *Power* Builder CRM - \$49







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)



Get it ALL Today for **ONLY**

\$5 for

30 days

\$47/month after (cancel anytime)

CLAIM YOUR OFFER HERE



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



Customizable Multiple Offer eGuide For **Buyers or Sellers** \$97



Darryl's Top 12 Most Requested Dialogues \$157



Multiple Offer Spreadsheet \$97



184 Ways An Agent **Earns Their Commission** \$47

PLUS...

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

