

WELCOME

to today's webinar:

2022 Marketing Calendar for Success

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





To Get The
Most From
This Webinar...

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

DarrylSpeaks



1-16 of 201 results for "darryl davis"

Show results for

Books

- Real Estate
- Real Estate Sales
- Leadership Training
- Job Hunting & Career Guides
- Children's Books
- See more

Kindle Store

- Kindle eBooks
- Real Estate
- Business Leadership Training
- Nonfiction
- Career Guides
- Real Estate Sales
- Teen & Young Adult eBooks

Movies & TV

- Movies
- Drama
- See All 11 Departments

Refine by

Amazon Prime

 prime

Book Format

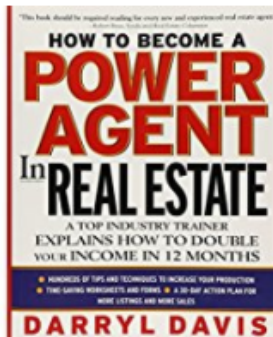
- Hardcover
- Kindle Edition

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 in 12 Months

2002
by Darryl Davis

Hardcover
\$24⁹⁵ ~~\$34.00~~ ✓prime

Get it by **Tuesday, Jan 9**

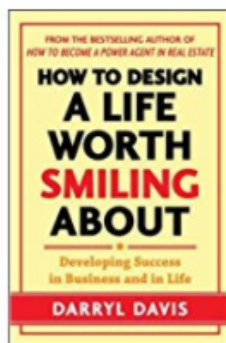
More Buying Choices
\$1.35 (141 used & new offers)

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.

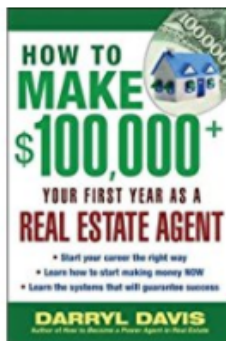
More Buying Choices
\$6.82 (29 used & new offers)

Kindle Edition

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

Other Formats: Paperback

★★★★☆ ▾ 19



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

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

Other Formats: Digital

★★★★☆ ▾ 14

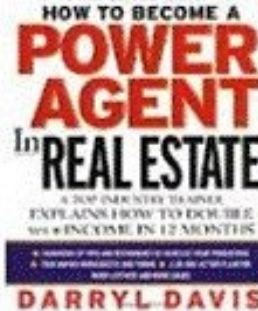
HOW TO BECOME A **POWER AGENT** In **REAL ESTATE**

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)

#1 Best Seller in Real Estate Sales

Eligible for FREE Super Saver Shipping.

Books: See all 23,169 items



**Mc
Graw
Hill**

Professional



INFLUENCERS

Darryl Davis, CEO
Darryl Davis Seminars

THE THOUGHT LEADERS



WELCOME

to today's webinar:

2022 Marketing Calendar for Success

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





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

DarrylSpeaks.com/Trial

WELCOME

to today's webinar:

2022 Marketing Calendar for Success

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





Coaching Calls

POWERFACT: The best get better when they've got the support of a coach and team behind them.

NOW join us for Live coaching calls EVERY* Monday. Bring your best questions, problems, concerns, or GOOD NEWS to our calls each week at Noon Eastern. We'll open the phone lines and make sure you get answers to your most burning questions. It's fun, informative, and there's ALWAYS something new to learn from Darryl and your fellow Power Agents!

Put these dates and call information in your calendars today!

Upcoming WEEKLY "Power Agent Conference Calls" with Darryl Davis



[Darryl Davis Radio](#)
Power Hour Real Estat... SOUNDCLOUD Share

1:26:37

▶ 59

[Cookie policy](#)

Darryl Davis Radio · Power Hour Real Estate Coaching with Darryl Davis | 09-08-20

[Darryl Davis Radio](#)
Power Hour Real Estat... SOUNDCLOUD Share

1:37:47

▶ 16

[Cookie policy](#)

Darryl Davis Radio · Power Hour Real Estate Coaching with Darryl Davis 09-14-20

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



Classroom for Power Agents

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




Coaching Calls

Connect to weekly coaching every Monday with these call codes.



CRM: Power Builder Tool

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




Facebook Closed Group

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



How-To Site 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.



Quick Start Guide

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



Webinar Registration

Learn the latest Next Level strategies and solutions for agents.

DarrylSpeaks.com/Trial

CLASSROOM



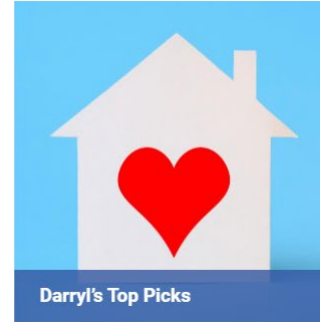
Buyers



Coaching Calls



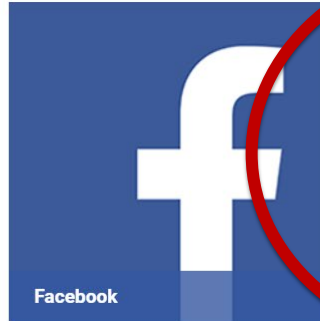
CRM



Darryl's Top Picks



Directory



Facebook



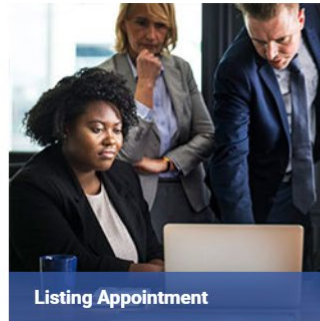
Farming, Self Promotion, & Mailings



Favorites



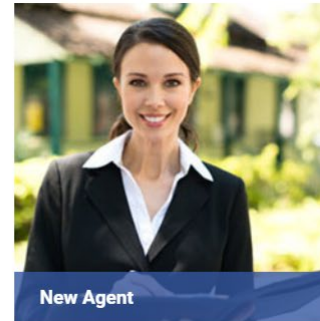
Infographics



Listing Appointment



Negotiating Offers



New Agent

DarrylSpeaks.com/Trial

Miscellaneous 2022 Marketing Calendar Thoughts


















1

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

2

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

Includes Power Agent SPECIFIC Letters

Name ↑	Description	Created By	Last Updated ↓	Category ↑	
Seller Service Letter 01 - Thank you for listing with us!	Letter to send when property is first listed	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 02 - Thank You and Showing Tips	Things to do before/while showings	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 03 - Listing is on MLS	Your home is now on MLS	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 04 - Regarding showings	Allow as many showings as possible	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 05 - Promoted Your Home to Neighbors	Sent flyer/marketing	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 06 - Two months on market	House has been listed for 60 days without offer	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 07 - Open House scheduled	Date of next Open House	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 08 - Open House Results	Open House was/was not successful	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 09 - General Status/Stay in Touch	Reminder of access to home and showings	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 10 - 90 Days on Market	Meet to discuss marketing	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 11 - General Keep In Touch/No Offers	Still no offers, still marketing	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 12 - Market Slow	Still on market/slow - mention interest rates	Julie Escobar	11/07/2019	Listing	
Seller Service Letter 14 - Still on Market	Update on where it is marketed	Julie Escobar	11/07/2019	Listing	
Best Prospecting Letters - Letter 1	Just Listed! (My Own Listing)	Julie Escobar	11/07/2019	Marketing	
Best Prospecting Letters - Letter 2	Just Sold! (My Own Listing)	Julie Escobar	11/07/2019	Marketing	
Best Prospecting Letters - Letter 3	Just Sold in Your Area! (Any Listing)	Julie Escobar	11/07/2019	Marketing	
Best Prospecting Letters - Letter 4	Recent Activity In Your Area! (Any Listing)	Julie Escobar	11/07/2019	Marketing	

Miscellaneous 2022 Marketing Calendar Thoughts

3

DEVELOP YOUR MAILING LIST

DarrylSpeaks.com/Trial



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



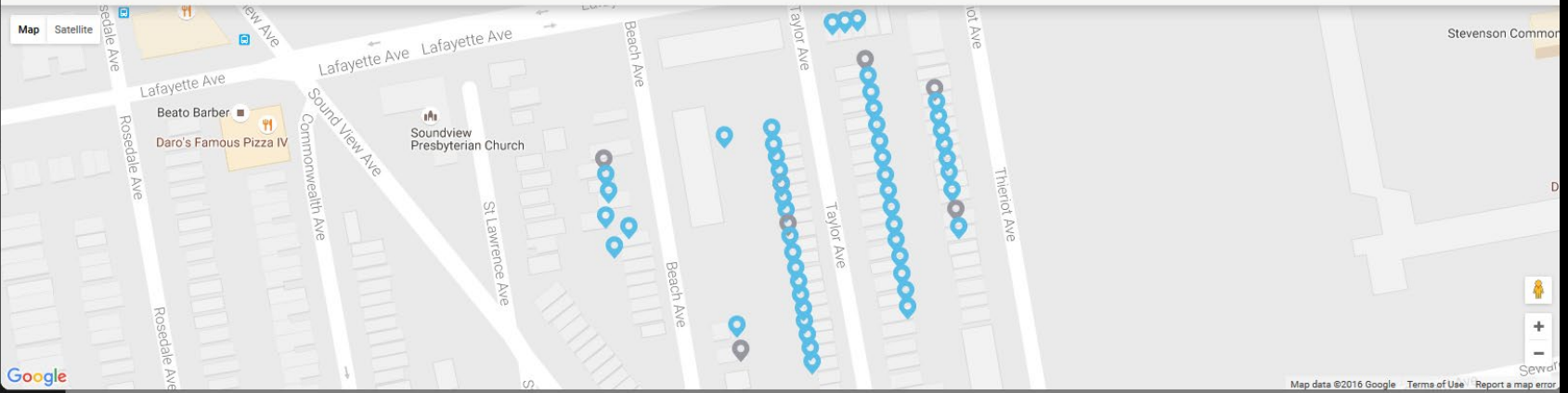
Credits: 0 / 2,000 used

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

vortex.csv [Read-Only] - Microsoft Excel

Home Insert Page Layout Formulas Data Review View Add-Ins Acrobat QuickBooks

Clipboard Font Alignment Number Styles Cells Editing

Normal Bad Good Neutral Calculation

Check Cell Explanatory... Input Linked Cell Note

	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						

Ready vortex

100%

10:30 AM 10/14/2016

DarrylSpeaks.com/Trial

Miscellaneous 2022 Marketing Calendar Thoughts

3

DEVELOP YOUR MAILING LIST

4

WRITE OUT YOUR CAMPAIGN

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	✓		✓		✓		✓		✓		✓	

2022

First Quarter

January, February, March

Second Quarter

April, May, June

Third Quarter

July, August, September

Fourth Quarter

October, November, December

2022

First Quarter

January, February, March

2022

January - March



HUD and Closing Statement



Date

Name

Address

City, State, Zip

Dear Mr. Hunna Hunna,

I hope your new year is off to a great start! Congratulations again on the **sale/purchase** of your home last year! It was a pleasure and honor to work with you!

Enclosed you'll find a copy of your HUD statement from your closing. This is an important document that you'll need for your taxes this year. Simply give this copy to your accountant and they'll know just what to do with it!

I also wanted to let you know that I am here for you as resource you can count on. I often get calls from clients and customers asking for recommendations for trusted service professionals such as contractors, handymen, landscapers, painters, etc. If that is something that I can help you with as well, or certainly if you have any real estate questions or needs, I'm happy to answer those too!

Wishing you a wonderful year ahead! Please let me know if I can be of service to you or any of your friends or family. I can be reached by phone or text at _____, or email at _____. I'd love to hear from you!

Warm regards,

Name

REALTOR®

Company

Phone

Email

2022

January - March

**Consider Mailing
Campaign**

DarrylSpeaks.com/Trial

From your local
REAL ESTATE EXPERT

M a r c h

SPRING CLEANING
Mistakes
TO AVOID



This year you're going to do it right! Before diving in, here's a list of common bl

- ◆ **Failure to Plan.** Plan ahead. Big projects can be overwhelming and you may find yourself skipping around, leaving messes behind. Pick one project. Plan it out. Which room do you want to clean? What day will you clean that room? Tackle the most tedious project first, so you get it out of the way!
- ◆ **Deep Clean Disaster.** Spring Cleaning is another way to say "get your hands dirty." Try not to avoid the heard to reach areas like ceiling fans or under/behind the fridge. Take the time to do it the right way. You'll feel great after!

- ◆ **Scrub-a-dub-dub.** Shower mold, mineral deposits, and rusty appliances can be cleaned but you must be directed. If it says "do not use" product to sit, do not sit on surfaces before cleaning.
- ◆ **Window Cleaning.** A sunny day is best for cleaning windows. Wash them in the heat, leaving them to dry naturally. This project is best done in the morning.



DATES TO REMEMBER

- March 3: Caregiver Appreciation Day
- March 8: International Women's Day
- 2nd Friday: National Day of Unplugging
- March 17: St. Patrick's Day
- March 21: National Single Parents Day



CINNAMON BANANA NUT Bread

- 2 cups all-purpose flour
 - 1 1/2 teaspoons baking soda
 - 1 teaspoon cinnamon
 - 1 pinch salt
 - 4 medium ripe bananas, mashed
 - 1 cup granulated sugar
 - 1/2 cup butter, softened
 - 2 large eggs
 - 1 teaspoon vanilla extract
 - 1 cup coarsely chopped walnuts,
- Preheat oven to 350°F. Spray one large nonstick loaf pan with cooking spray or butter.
 - In a medium mixing bowl, add flour, baking soda, cinnamon and salt. Whisk together until combined.
 - In a large mixing bowl, add mashed bananas, sugar, butter, eggs, and vanilla extract. Whisk together until combined.
 - Add flour mixture into banana mixture and stir with a mixing spoon until combined.
 - Add the chopped walnuts and fold them into the batter.
 - Pour batter into the prepared loaf pan.
 - Bake for 60-70 minutes, or until a toothpick inserted into the center of the loaf comes out clean.
 - Remove from oven and let cool for 10 minutes. Then remove the banana bread from the loaf pan and let cool on a plate or wire rack until completely cooled.



MAINTENANCE TIP!

Spring is in the air! So, get outdoors and get some fresh air while getting your home in shape for the warm weather.

- **Roof TLC:** Once snow and ice have melted, inspect your roof for damage and leaks. Check the attic and chimney for dampness or wetness. Sweep away leaves and debris to prevent water buildup.
- **Septic Tank or Grinder Pump Inspection.** Many of us don't pay attention to our sewer or septic system until it stops working. Have your system inspected annually.
- **Fireplace Maintenance.** With warmer weather upon us, the fireplace will no longer be needed. Shovel out ashes and make sure the damper is closed to prevent drafts, rain or animals from entering your home through the chimney.
- **Tile Grout.** Clean and seal your grout to bring it back to life, looking new, again! You can use a toothbrush or scrub brush with some baking soda and white vinegar to remove stains.
- **Gardening.** Clean and sharpen all gardening tools in preparation for the season coming! Tools in good shape not only make your job easier, they help prevent the spread of garden diseases and pests that may be hiding out in soil.
- **Window Screens.** Repair or put up window screens so you can enjoy the fresh air in your home!

REAL ESTATE EXPERT **January**

January

6 SMALL MOVES WITH A Big Payoff

- 1. **Check your credit score.** A credit score of 700 or higher is considered good. A score of 750 or higher is considered excellent. A score of 800 or higher is considered exceptional.
- 2. **Check your credit report.** A credit report shows your credit history. It includes information about your credit accounts, payment history, and credit inquiries.
- 3. **Check your credit utilization ratio.** This is the amount of credit you are using compared to the total credit available to you. A ratio of 30% or lower is considered good.
- 4. **Check your credit mix.** A mix of different types of credit, such as credit cards, loans, and mortgages, can help improve your credit score.
- 5. **Check your credit history.** A long credit history with a good record of payments can help improve your credit score.
- 6. **Check your credit score regularly.** This will help you track your progress and identify areas where you need to improve.

REAL ESTATE EXPERT **February**

February

5 PLUMBING MYTHS Busted

- 1. **Myth: You should flush your toilet every day.** Fact: Flushing your toilet every day can waste a lot of water. It's better to flush your toilet only when you need to.
- 2. **Myth: You should use a lot of hot water.** Fact: Using a lot of hot water can waste energy and increase your utility bills. It's better to use hot water sparingly.
- 3. **Myth: You should use a lot of soap.** Fact: Using a lot of soap can clog your drains. It's better to use a small amount of soap.
- 4. **Myth: You should use a lot of bleach.** Fact: Using a lot of bleach can damage your pipes. It's better to use a mild cleaner.
- 5. **Myth: You should use a lot of grease.** Fact: Using a lot of grease can clog your drains. It's better to avoid using grease.

REAL ESTATE EXPERT **March**

March

SPRING CLEANING Mistakes TO AVOID

- 1. **Don't clean your gutters.** Dirty gutters can cause water damage to your roof and siding.
- 2. **Don't clean your windows.** Dirty windows can reduce the amount of light entering your home.
- 3. **Don't clean your floors.** Dirty floors can attract dirt and dust.
- 4. **Don't clean your walls.** Dirty walls can make your home look old and worn.
- 5. **Don't clean your ceiling.** Dirty ceilings can attract dust and dirt.

REAL ESTATE EXPERT **April**

April

TIPS TO BOOST Curb Appeal FOR SPRING

- 1. **Trim your lawn.** A well-maintained lawn is the first thing people notice when they walk up to your house.
- 2. **Plant flowers.** Colorful flowers can make your home look more inviting.
- 3. **Paint your front door.** A fresh coat of paint can make your front door stand out.
- 4. **Clean your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 5. **Check your roof.** A well-maintained roof can protect your home from the elements.

REAL ESTATE EXPERT **May**

May

AN LAZY, BREEZY SUMMER MOVE

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **June**

June

WHAT TO DO BEFORE YOU BUY a house

- 1. **Check the seller's reputation.** A seller with a good reputation is more likely to sell a house that is in good condition.
- 2. **Check the house's history.** A house with a long history is more likely to be well-maintained.
- 3. **Check the house's location.** A house in a good location is more likely to be in demand.
- 4. **Check the house's price.** A house that is priced correctly is more likely to sell quickly.
- 5. **Check the house's condition.** A house in good condition is more likely to be a good investment.

REAL ESTATE EXPERT **July**

July

SAVE MONEY ON Cooling Costs

- 1. **Check your air conditioner.** A well-maintained air conditioner can save you money on cooling costs.
- 2. **Check your thermostat.** A programmable thermostat can help you save money on cooling costs.
- 3. **Check your windows.** Well-insulated windows can help you save money on cooling costs.
- 4. **Check your doors.** Well-sealed doors can help you save money on cooling costs.
- 5. **Check your roof.** A well-maintained roof can help you save money on cooling costs.

REAL ESTATE EXPERT **August**

August

WHILE ON Vacation

- 1. **Check your home.** A well-maintained home is more likely to be in good condition.
- 2. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 3. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 4. **Check your foundation.** A well-maintained foundation can support your home.
- 5. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.

REAL ESTATE EXPERT **September**

September

IS THE PRICE RIGHT FOR Your Home?

- 1. **Check the market.** A hot market is more likely to result in a higher price for your home.
- 2. **Check the location.** A house in a good location is more likely to be in demand.
- 3. **Check the house's condition.** A house in good condition is more likely to be a good investment.
- 4. **Check the house's price.** A house that is priced correctly is more likely to sell quickly.
- 5. **Check the house's history.** A house with a long history is more likely to be well-maintained.

REAL ESTATE EXPERT **October**

October

ADD NEW LIFE TO YOUR Kitchen WITH THESE Easy Kitchen Updates

- 1. **Paint your cabinets.** A fresh coat of paint can make your kitchen look new.
- 2. **Replace your hardware.** New hardware can make your kitchen look more modern.
- 3. **Install a backsplash.** A backsplash can protect your wall from splatters and stains.
- 4. **Update your lighting.** New lighting can make your kitchen look brighter and more inviting.
- 5. **Install a new countertop.** A new countertop can make your kitchen look more stylish.

REAL ESTATE EXPERT **November**

November

4 REASONS TO LIST YOUR HOME in the Fall

- 1. **Less competition.** Fewer homes are for sale in the fall, so you may have less competition.
- 2. **Longer days.** Longer days can make your home look more appealing.
- 3. **Stable market.** A stable market is more likely to result in a higher price for your home.
- 4. **Good location.** A house in a good location is more likely to be in demand.

REAL ESTATE EXPERT **December**

December

7 WAYS TO HELP PREPARE YOUR HOME For Winter

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **January**

January

5 TIPS FOR SELLING YOUR HOME IN WINTER

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **February**

February

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **March**

March

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **April**

April

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **May**

May

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **June**

June

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **July**

July

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **August**

August

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **September**

September

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **October**

October

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **November**

November

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.

REAL ESTATE EXPERT **December**

December

5 TIPS FOR SURVIVING HALLOWEEN

- 1. **Check your roof.** A well-maintained roof can protect your home from the elements.
- 2. **Check your gutters.** Clean gutters can prevent water damage to your roof and siding.
- 3. **Check your foundation.** A well-maintained foundation can support your home.
- 4. **Check your plumbing.** A well-maintained plumbing system can prevent leaks and water damage.
- 5. **Check your electrical system.** A well-maintained electrical system can prevent fires and other hazards.



Date

Mr. and Mrs. Hunna Hunna
101 Umpty Umpt Lane
Power City, NY 12345

Dear Mr. and Mrs. Hunna Hunna,

My name is Darryl Davis, and I specialize in selling homes in your area. I have chosen your area because it is a delightful, pleasant, and convenient place to live; not to mention the fact that I live in the neighborhood. It is for these reasons I find it easy to get excited about marketing and selling the neighborhood homes.

As you probably know, our town is going through renaissance. Local property value is going up, and many of our neighbors are already capitalizing on growth of our town.

I have enclosed a flyer on a home that I am currently marketing and would appreciate hearing from you if you know of anyone who would like to live in our area.

Thank you for taking the time to read this letter. I will keep you updated on the market conditions of our neighborhood.

Sincerely,

Darryl Davis

P.S. If you would like to find out if you qualify for a FREE Market Analysis on your home, simply call me today at 516-887-4404. There is no obligation.

If your home is currently listed for sale with another broker, this is not intended as a solicitation of that listing.

DarrylSpeaks.com/Trial



Date

Mr. and Mrs. Hunna Hunna
101 Umpty Umpt Lane
Power City, NY 12345

Farm Letter 01

Re: Another home sold by Darryl Davis

Dear Neighbor,

I am delighted to announce that I have sold the home located at:

5 UMPTY UMPT LANE, POWER CITY.

We still have many qualified buyers looking to own a home in your neighborhood. If you are contemplating a move, or know of someone who is, please contact us. If you would like to find out if you qualify for a FREE Market Analysis on your home, simply call me at (516) 887-4404.

Sincerely,

Darryl Davis

If your home is currently listed for sale with another broker, this is not intended as a solicitation of that listing.



Farm Letter 02

Date

Mr. and Mrs. Hunna Hunna
101 Umpty Umpt Lane
Power City, NY 12345

Dear Mr. and Mrs. Hunna Hunna,

I thought you might like to know the following homes have sold in your subdivision.

- **123 HUNNA HUNNA STREET**
- **789 POWER COURT**
- **654 UMPTY UMPT LANE**

If you would ever like your home SOLD instead of JUST LISTED, please give me a call. I have a marketing program that works very well in getting homes sold in your neighborhood.

If you would like to find out if you qualify for a FREE Market Analysis on your home, simply call me at (516) 887-4404.

Sincerely,

Darryl Davis

If your home is currently listed for sale with another broker, this is not intended as a solicitation of that listing.



Farm Letter 03

Date

Mr. and Mrs. Hunna Hunna
101 Umpty Umpt Lane
Power City, NY 12345

Dear Mr. and Mrs. Hunna Hunna,

I just wanted to keep you up to date as to what has been happening in your neighborhood.

Properties Sold from June 1-June 30

- 123 HUNNA HUNNA STREET
- 789 POWER COURT
- 654 UMPTY UMPT LANE

New Houses for Sale of January 1, 1994

- 123 HUNNA HUNNA STREET
- 789 POWER COURT
- 654 UMPTY UMPT LANE

If you would ever like your home SOLD instead of JUST LISTED, please give me a call. I have a marketing program that works very well in getting homes sold in your neighborhood.

If you would like to find out if you qualify for a FREE Market Analysis on your home, simply call me at (516) 887-4404.

Sincerely,

Darryl Davis

If your home is currently listed for sale with another broker, this is not intended as a solicitation of that listing.

INTRO CALL TO YOUR FARM DIALOGUE

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

Owner: *Fine.*

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

Owner: *Yes.*

**Power Agent®
(Value Option #1):**

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

Power Agent® (Value Option #2):

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

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



DarrylSpeaks.com/Trial

INTRO CALL TO YOUR FARM DIALOGUE

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

Owner: *Fine.*

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

Owner: *Yes.*

Then offer something of value

DarrylSpeaks.com/Trial

2022

January - March



**Hold a "How-To"
Webinar
For Sellers**

DarrylSpeaks.com/Trial



SELLER'S WORKSHOP

How to Successfully Sell Your Home in TODAY'S Market!

DATE AND TIME

Location Address

Limited Seating! Call to Register: XXX-XXX-XXXX

- How to price your home to sell quickly
- How rising interest rates effect your sale
- What difference does an agent make
- The psychology of buyers and sellers
- Marketing vs Advertising
- Staging your home to sell
- The attorney's role in closing
- Investment planning for your future



SPECIAL GUEST SPEAKERS:

- Real Estate Professional Name
- Mortgage Specialist Name
- Real Estate Attorney Name
- Home Improvement Expert Name
- Home Inspector Name
- Moving Professional Name



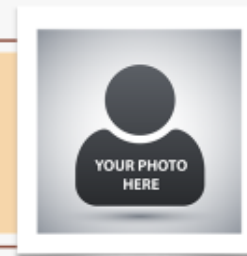
Your Name, REALTOR®

Company Name

Phone Number

Email

Website



DarrylSpeaks.com/Trial

REAL ESTATE COMPANY PRESENTS:

**HOW TO SELL
YOUR HOME
SUCCESSFULLY
IN TODAY'S
MARKET!**

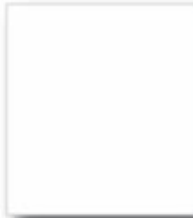


**EVERY
ATTENDEE
IS ENTERED
TO WIN A
PRIZE!**

In this seminar, you will learn:

- How to price your home to sell quickly
- How rising interest rates effect your sale
- What difference does an agent make
- The psychology of buyers and sellers
- Marketing vs Advertising
- Staging your home to sell
- The attorney's role in closing
- Investment planning for your future

FEATURED SPEAKERS:



NAME



NAME



NAME



NAME

DATE | TIME | LOCATION

**LIMITED SEATING! CALL TO RESERVE YOUR SEAT TODAY!
1.800.555.5555**

DarrylSpeaks.com/Trial

2022

January - March

**SMILE Stops for
Past Clients**





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

- Starbucks Prereward 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 season in real estate - call me!"
- 2-3 lighters in a cellophane bag with a bow and tag that says, "Lighting with clients like you is the highlight of my real estate career! So here you need anything!"
- A glass cutter with nuts attached. "Thank you for a job that the rest of us need to get up and do for your home!"

SMILE Stops – 10 Referral Worthy Ideas

Favorited ★

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 tree).

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:

- Service faster on service not selling!
- Revisit clients to show them exactly what's making you tick.
- Leave behind a token of gratitude.
- Revisit 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 Farming & Golf Promotion.
- 2 National Florida Month:** Host a picnic at the end of the month for a group of your favorite clients and treat them as a way of honoring their loyalty and saying thank you. Here for with "I Look for Invitation Templates in Farming & Golf 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 such a great customer! Call if you need anything!"

SMILE Stops – August

Favorite ☆

December SMILE STOPS Ideas for Agents

"Love string" connected with great people/clients like you! Happy Holidays! Extension cord	"Thank you for helping me wrap up a great year serving you and your referrals!" Wrapping Paper	"Whisking you happy holidays!" Red or Green Whisk
"Merry Christmas to all, and a safe and sound return."	"Key way you like it, too!"	"Key way your days be..."

Smile Stops – December

Favorite ☆

POWER AGENT® SMILE STOP STRATEGY

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

SMILE Stops – Dog Days

Favorite ☆

February SMILE STOPS Ideas for Agents

- 7th - Send a card to a friend day:** There's nothing quite like a handwritten card to generate a SMILE. Today, also by "no great star" homes with a nice thank you card that reads, "I'm thinking of you for a while. Thanks for being such an extraordinary client! Love appreciation!"
- 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... you're an amazing client! Enjoy your happy Day!"
- 14th - Valentine's Day:** Stop by five great client homes with a heart shaped box of chocolates and a note that says, "You and your referrals are the stars of my business! Thank you for being my "love" client!"
- 18th - National Wine Day:** Stop by five clients with a nice bottle of wine and a note that says, "Cheers to you today! Cheers to you! Cheers for being such an awesome client!"
- 26th - National Potluck Day:** Stop by five clients with a bag of potatoes and a note that says, "You're the star of my client's world! Thanks 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 vase with an on-line rose shop and a note that says, "Thanks for being an awesome client! It's National Chocolate Chip Cookie Day and I just wanted to thank you for being such a great customer! Call if you need anything!"
- 2 June 18th - National Ping Pong Day:** Grab small table tennis or ping pong rackets/bats and stop by five great

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 smile 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, "It's National Chocolate Chip Cookie Day and I just wanted to thank you for being an amazing client! Love appreciation!"
- 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 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 a shout-out to women with a note that says, "For all you do to help keep the members of our community happy and healthy - a great Thank You Mother's Day from your Neighborhood Real Estate Specialist!"
- National Barbecue Month:** Stop by all star 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 with a local contractor and purchase some local children's car seat and second safety vesting vests. Share products, "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" client 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 team is a fantastic way to help them out the pocket. The champion would be YOU!
- September 9th - Open House Day:** Follow clients at each office to visit local events together to five clients with a note that says, "Hey, you you like it - you're the awesome client of the month! Thank you for being such a great customer! Call if you need anything!"
- September 14th - Green Fleet Day:** Check the local businesses with eco vehicles, electric, solar, waterless, compostable, etc. and visit a dozen clients with a note saying, "Happy Green Fleet Day! If you'd like to be a "green" customer in the real estate market - let me know your best and we'll be happy to help you with a note!"
- September 20th - Cheesecake Day:** Make a great deal to reach home. Give them a call in advance and say, "Hey, the 20th of September - Cheesecake Day! I know it's not back and forth with you, but you you you... you're the star of my client's world! Thanks for being so awesome!"
- September 26th - Johnny Appleseed Day:** Get a basket of apples to five clients with a note, "Thanks for being such a great client! It's all about the "Apple" day! Happy Johnny Appleseed Day! If there's anything I can do to help you and your team - reach out real estate deals, give me a call!"

SMILE Stops – September

Favorite ☆

SMILE STOPS

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

They are designed to help you:

- Service faster on service not selling!
- Revisit clients to show them exactly what's making you tick.
- Leave behind a token of gratitude.
- Revisit the relationship.

6 Smart SMILE STOPS Ideas for Agents for Spring:

- 1 Looking for small green gift bags and fill with several bags individually package (Bottle services with a note that says, "Good things are the rainbows - bright and sure 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 people get them!"**
- 3 Bunches of flowers:** Get 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 seeds for. Thank you for being such a great customer! Call if you need anything!"
- 4 Bouquet:** Purchase bouquets of cut flowers or small pots of live flowers and attach a note, "Business is BLOOMING, and I wanted to thank you for your part in my journey!"

SMILE Stops – Spring

Favorite ☆

Seven Summer SMILE Stop Ideas!

- Stop by with a tube of sunscreen and a note, "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, "SIMPLY 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 helping people with their real estate needs. I'd love to help you find the one a call!"
- Toy sand after with a note, "I can help you sift through the real estate process with ease!"
- Kitchen scoons with a note, "I can help you CUT through any real estate red tape!"
- Ice cream scoop, "If you ever want the SCOOP on the real estate market, call me! I'm happy to help!"

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

www.ThePowerCoach.com

SMILE Stops – Summer

Favorite ☆



SMILE STOPS™ for Every Season!

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



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

They are designed to help you:

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



SMILE STOPS™ for Every Season!

 <p>January</p> <p>Fortune cookies with a note, <i>"Wishing you good fortune in the New Year! I'm here to help!"</i></p>	 <p>February</p> <p>Heart Shaped Box of Chocolates with a note, <i>"I LOVE my clients! Happy Valentine's Day! I'm here if you need me!"</i></p>	 <p>March</p> <p>Cellophane bag with chocolate coins tied with green ribbon with a note that says, <i>"I'm LUCKY to have you as a client and your referrals! Happy St. Patrick's Day!"</i></p>	 <p>April</p> <p>Package of PEEPS candies with a note, <i>"Have any PEEPS with real estate needs? Call me, I can help!"</i></p>
--	---	--	---

2022



January - March

**Spotlight local
businesses**





Kat Ryan

December 10 at 9:08 PM · 🌐

Greetings from Kat's Korner! Please support our local businesses! We want them to still be here long after Covid is gone! ❤️



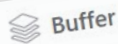
0:16 / 1:03

👍❤️ Tony Robusto and 82 others

14 Comments 5 Shares



💬 Comment



Buffer



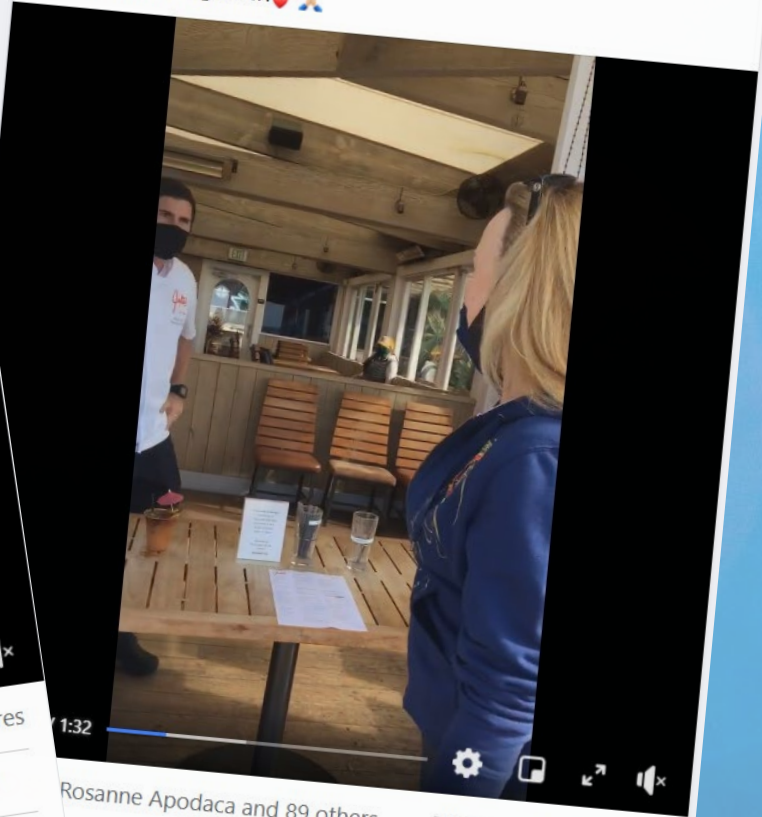
Share



Kat Ryan

December 11 at 5:25 PM · 🌐

Hello from Kat's Korner!
Check out what Chef Paul has to offer at Jake's!
They also have drinks to go! 🍷🍷🍷
Please show the love to Jake's! 🥰
We are in this together! ❤️🙏



1:32

Rosanne Apodaca and 89 others

38 Comments 6 Shares



💬 Comment



Buffer



Share

DarrylSpeaks.com/Trial

Questions to ask when interviewing businesses:



1. What do you like best about this community?
2. Why did you start this business?
3. What made you choose this town?
4. How are you making out during these challenging times *(if applicable)*?
5. What new features/items/specials have you added recently?

You can also do a tour of the business and/or introduce the employees.

DarrylSpeaks.com/Trial

2022

January - March

**Sponsor a Softball
Team**



2022

Second Quarter

April, May, June

2022

April - June

Door Knock



DOOR KNOCKING YOUR FARM DIALOGUE

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

Owner: *Fine.*

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

Owner: *Yes.*

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

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

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

Owner: *Yes.*

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

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



DarrylSpeaks.com/Trial

DOOR KNOCKING YOUR FARM DIALOGUE

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

Owner: *Fine.*

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

Owner: *Yes.*

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

From your local
REAL ESTATE
EXPERT

April

TIPS TO BOOST
Curb Appeal
FOR SPRING

Be the envy of the street with these simple tips to boost your curb appeal.

Tidy up Edges.
Even simple flower beds look beautiful when they are properly edged. Make clean lines and use vivid colors!

Hide Imperfections.
Cover up eye-sores like meters, grates and utility boxes with something as simple as a tall potted plant or mulch.

Light it Up.
Add some landscape lighting! You can add ground lighting, but also consider some unique features like hanging LED string lights or lanterns from trees or shrubs. This is an instant boost to appeal and for hosting!

Update Shutters.
Shutters are like beauty. Adding them or re-painting really update the look.

Hosting Socials.
Add creative seating to your outdoor space.

Creative Displays.
Create your own displays with humor or personality. Really unique!

Mailbox.
Give your mailbox a makeover.



DATES TO REMEMBER

- April 1: April Fool's Day
- April 10: National Siblings Day
- April 15: Tax Day
- April 22: Earth Day
- April 30: Adopt a Shelter Pet Day



MAINTENANCE TIP!

Get your home in great shape - and avoid big repair costs later on - with these simple maintenance tips:

• **Clean or Repair HVAC Filters:** Dirty filters force heat, ventilation and air-conditioning system to work harder, which in turn drains your wallet. For best results, do this more than once a year!

• **Dryer Vents.** Lint can make its way out of the lint trap and into vents. Clean out the vents, saving yourself money (helping the dryer run more efficiently) and preventing fires!

• **Check Washer Hoses.** Leaky hoses can cause major damage so check for cracks that could become leaks.

• **Outdoor Spotlight.** Clean decks, driveways, fences and other outside surfaces with a power washer. Fix cracks you may find in walkways, driveways or other outside surfaces.

• **Painting.** Repair cracked, peeling paint or just give everything a fresh new look!

• **Smoke Detectors.** Replace the batteries in your smoke detectors, carbon monoxide detectors and any other monitors in the home. This is an easy way to save lives!

• **Check AC Compressor.** Air compressors need airflow to work efficiently. Prune away any plants that have overgrown or are blocking it.



KID-FRIENDLY *Dirt Cups*

Dirt Cups are the perfect, fun dessert for Spring!

- 1 pkg. (3.9 oz.) JELL-O Chocolate Flavored Instant Pudding
 - 2 cups cold milk
 - 1 tub (8 oz.) COOL WHIP Whipped Topping, thawed
 - 15 OREO Cookies, finely crushed (about 1-1/4 cups), divided
 - 10 worm-shaped chewy fruit snacks
- Beat pudding mix and milk in large bowl with whisk 2 min. Let stand 5 min.
• Stir in COOL WHIP and 1/2 cup cookie crumbs.
• Spoon into 10 (6- to 7-oz.) paper or plastic cups; top with remaining cookie crumbs.
• Refrigerate 1 hour. Top with fruit snacks just before serving.

2022

April - June

**Encourage
People To
Receive an
Updated Market
Analysis**



DarrylSpeaks.com/Trial

Neighborhood Market Report Certificate

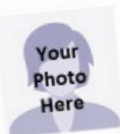
Find Out What Your Neighbors Paid for Their Home

The Neighborhood Market Report helps homeowners better:

- Understand current home values in the area
- Compare home values year over year
- Know the current value of their home
- Understand current market influencers and what that means for your equity

Your home is one of your most valuable assets. Financial advisors strongly advise getting a Home Market Analysis annually to best understand the worth of your home and potential return on investment. I am happy to provide that annual report for you.

This Certificate Entitles You to One FREE Neighborhood Market Report.
Simply contact me directly today to get yours.



Your Name, Company Name
Phone | Email
Website



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

Dear Mr. and Mrs. Hunna Hunna,

If you're like most people, your home is one of your most important assets. One thing that you may or may not know is that what your neighbors paid for their home directly influences the value of your home.

What my company is offering this month is a free Neighborhood Market Report that will give you a decisive answer as to the current value of your home. In addition to your current market value, this report also includes:

- Average time on the market
- What your neighbors have paid for their homes
- Health of the market
- Local market trends

I have prepared a certificate for you for a Free Neighborhood Market Report. All you need to do is give me a call and I'll be happy to compile the report. Please call my office or you can call me on my personal cell phone! I'm happy to help and I'll always be a resource you can count on!

Warm regards,



Over the Phone...



FREE MARKET ANALYSIS!

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

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

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

(AGENT
PHOTO
HERE)

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

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

Dear Mr. and Mrs. Hunna Hunna,

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

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

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

Warm regards,




ZILLOW ZESTIMATE OBJECTION HANDLER DIALOGUE

Even the CEO of real estate agents

Thinking

Don't make the mistake of using

In a prominent *MarketWatch* article, Zestimate and not a Zeppraisal and a more ACCURATE opinion of a home's value.

Zestimates is merely a success factor and should not rely on it to determine your home's value.

Buyers, banks, title companies, etc. need specific data and a formal appraisal. As a licensed real estate agent of the State, I have access to the Neighbor Market Report.

For this free Neighborhood

Agent Name, Power Agent®



Even the CEO of Zillow thinks you should ask a real estate agent what your home is worth!

Thinking of selling your home?

Don't make the mistake of using a "Zestimate" to determine your home's value.

...ave a "Zestimate!"

...on they call it a Zestimate – or Zillow estimate, not a real number.

...if they use that estimate. Let me say, if you want to buy it, they're going to give you a mortgage for the other 80%. So, you're not getting the individual buyer, and you're not getting the appraiser who has to go through a specific formula to come up with an accurate value.

...user asking me to help find comps in the area that as a licensed real estate agent, I can provide to all the comparable properties in the area because I'm selling the houses. What do you think from Zillow, because they don't have the same comps, Mr. and Mrs. Hunna and together we'll determine the value. Sound good?"



* 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.



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



DarrylSpeaks.com/Trial

2022

April - June

Public and Neighborhood Open Houses

- Stream on FB





DarrylSpeaks.com/Trial

2022


April - June

**SMILE Stops for
Past Clients**



SMILE STOPS™ for Every Season!

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



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

They are designed to help you:

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



May

Package of Flower Seeds with a note, *"Thanks for helping me BLOOM! Your referrals are appreciated!"*



June

Box of Swedish Fish with a note, *"It's o-FISH-ally summer! I'm hooked on happy clients and referrals! Call if you need me!"*



July

Box of Sparklers with a note, *"Wishing you a sparkling Independence Day! I'm here to help with all your real estate needs!"*

August

National S'mores Day is August 10th!



Deliver s'more fixings (graham crackers, chocolate, marshmallows) to five great clients with a note, *"If you ever need s'more info on the real estate market - call me!"*

2022

April - June



**Offer 2022 Real Estate
Package of Items**

DarrylSpeaks.com/Trial



The amount of information Darryl gives us is amazing! You are never at a loss. The investment is worth so much more!

**Christina Cardinale, Power Agent®
Coach Realtors**



DarrylSpeaks.com/Trial

Buyer Package

LOAN APPLICATION CHECKLIST

- Real estate contract with legal description and deposit receipt.
- Check for appraisal and credit report, varies with lender.
- Name and complete address of last two years of residence.
- Name and complete address of last two years landlord or mortgage company.
- Explanation letter regarding any employment gaps over the last two years.
- Name and address of last two years employers with dates.
- Explanation letter of any credit deficiencies.
- Social Security Numbers of all borrowers.
- Current gross monthly income figures.
- Copy of paystubs covering a 30-day period and last two years W2s and or 1099s.
- If income is derived from other sources, two years tax returns, both business and personal with all schedules, signed.
- If self-employed, current profit and loss on income and expenses.
- If divorced, copy of complete recorded decree and settlement.
- Name, address, and account numbers of all places where assets are held (checking, savings, CD's, IRA's, etc.) 3 month's of most current statements.
- List of stocks, securities with market value – certified copies.
- Estimate of cash value of life insurance.
- Schedule of real estate owned, with value, lien, rental income, payments.
- Year, make, and model of vehicles.
- Estimate value of furniture and personal property.
- Name, address, numbers, balance and payments of installment loans
- If child support is being paid, proof of payments.
- If relocating, information regarding buy-out of house, payment of closing costs, etc. from company.
- If selling current house, copy of listing agreement or contract.
- Homeowner's Insurance documentation.

Additional Requirements for FHA/VA Loan Applications

- Copy of Driver's License and Social Security Cards
- Name and address of nearest living relative.
- Copy of DD214 and/or original Certificate of Eligibility (VA only).
- Child care expenses must be provided.



Your Contact Information Here.



THINKING ABOUT BUYING A NEW HOME?



Is a new construction right for you? Consider these points:

- Often, new homes won't be found at common online listing sites. Your agent will need to contact the builder directly for information about the home.
- Purchasing a new home usually means waiting for it to be built. Since builders prefer to sell before the home is finished, most new constructions are sold well before they're ready for move-in.
- Upgrades don't come cheap, but there may be room to negotiate – especially if you're one of the first or last buyers to purchase in the development.
- Prepare yourself to live in a construction zone as long as the development is still being completed. When touring the home, ask the builder how many months or years it will be before the last house on your street is completed.
- Have you ever dreamt of a customized home? Since most homes aren't complete before they are sold, builders will often allow the buyer to customize certain accents in the home to their tastes.

**If you have questions about buying a new home, give me a call!
I'm excited to help you find the best home for you.**

Your Name, REALTOR®

Company Name

Phone Number

Email

Website

**YOUR LOGO AND/OR
PHOTO HERE**



DarrylSpeaks.com/Trial

Buyer Package





MULTIPLE-OFFER NEGOTIATION EGUIDE

for Real Estate Buyers and Sellers



— YOUR LOGO —

YOUR NAME
YOUR PHONE NUMBER | WWW.YOURSITE.COM

 LOANOPOLY				
START HERE 	PRE-APPROVAL Preliminary docs include: W2's, bank statements, tax returns.	FIND A HOME Access your wants and needs, then let your REALTOR® help you find a home.	MAKE AN OFFER Offer accepted, sign binder, schedule home inspection.	APPLICATION PROCESS Submit updated pre-approval documents prior to obligating yourself to contract. KNOW YOUR NUMBERS.
FINISH You can enjoy the tax advantages of owning your new home.	HELPFUL STRATEGY: <ul style="list-style-type: none"> Save & submit all future pay stubs Save & submit all future bank statements (all pages) Keep copies of documents submitted to processing Continue to pay off debts and loans on time 			COMMON MISTAKES: <ul style="list-style-type: none"> Don't make cash deposits Don't make large purchases on credit cards Don't co-sign loans for anyone Don't change bank accounts Don't apply for new credit
CONGRATS! Congratulations and welcome to your NEW HOME!	 <p>Your contact information here. Add name, company, website, email and phone number.</p>  <p><small>POWER AGENT</small> <small>Copyright© www.ThePowerProgram.com</small></p>			APPRAISAL ORDER Ordered within the first week of contract. Appraisal inspection completed.
CLOSING! You're at the finish LINE! All parties sign closing documents.				PROCESSING Processor completes all updated information, verifications for credit, employment, and assets.
FINAL WALK THROUGH Borrowers do a final walk-through of the property to approve condition of the house prior to signing closing documents.	CLEAR TO CLOSE You are notified that your file is clear to close and a closing date is coordinated and scheduled by all parties.	HOMEOWNER INS. POLICY Copy of appraisal & mortgage clause provided to you for securing homeowner's insurance.	TITLE REPORT Title report submitted for review and clearance.	COMMITMENT Submit ALL outstanding condition items from commitment letter order to final clearance.
				UNDERWRITING Processor submits your file to underwriting for review and commitment letter. Approval commitment letter sent to you and attorney for review.

Seller Package



- Paint the front door.
- Install a new, eye-catching door knob.
- Accent your porch with curtains.
- Add a fun, friendly door mat.
- A front door mailbox adds function, appeal and charm.
- Replace outdated or damaged mailboxes by the road.
- Add a front door wreath.
- Purchase or replace house numbers.
- Replace, update or build new wood shutters.
- Plant a tree in the front yard.
- Purchase and install a unique door knocker.
- Install a porch swing with pillows.
- Add outdoor furniture, cushions, pillows and accessories.
- Install flower boxes. Add pops of color with beautiful, vibrant flowers.
- Add greenery and potted plants.
- Replace exterior lighting fixtures.
- Add nighttime landscape lighting.

Agent Contact Info / Photo(s) Here.

REPAIRS TO CONSIDER BEFORE SELLING YOUR HOME

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

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

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

Agent Contact Info / Photo(s) Here.

POWER AGENT

Seller Package

Is YOURS the BEST LOOKING House on the BLOCK?

First impressions make a difference. Make potential buyers hit the brakes, not step on the gas!



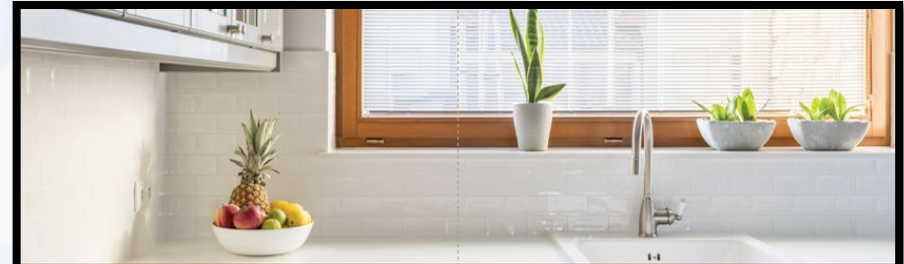
Here are three home-staging curb appeal tips for a stop-worthy listing:

- Front Door Facelift. A fresh, bold new paint job and new hardware can go a long way to making an entrance lovelier.
- Create Symmetry. Use symmetrical elements such as light fixtures and front-door accents to create an entryway that defines, "WELCOME".
- Add Container Gardens. Add an instant pop of color and life with ready-made container gardens.

Agent Contact Info / Photo(s) Here.



Ask me for more home-staging and home-selling tips!



10 QUICK WAYS TO GET READY FOR A SHOWING! *(In 10 Minutes or Less!)*

- Put dirty dishes from sink in the dishwasher.
- Make the beds.
- Empty the trash.
- Put the dirty clothes in the washer.
- Run the vacuum quick around the house.
- Run a toilet brush around the toilet bowl.
- Wipe down faucets and sinks.
- Turn on all lights.
- Take a deep breath - you're almost there!
- Leave the house until the showing is over.

SMILE! 😊 YOU DID IT!

Agent Contact Info / Photo(s) Here.



2022

April - June

**Interview Your
Vendor Partners**

DarrylSpeaks.com/Trial



Trusted HOME RESOURCES

Insurance Company:

Mortgage Company:

Title Company:

Handyman:

Roofer:

Plumber:

Landscapers:

Contractors:

Electrician:

Moving Company:

Interior Design:

Staging Pro:

Painter:

Pool Company:

Photographer:

Carpet Cleaner:

Add names, phone numbers, and email addresses for your trusted referral partners. Feel free to edit and add categories. Then below add your contact information, photo, and logo. These are great "refrigerator worthy" lists for giving to clients, have at open houses, etc.



2022

April - June

**Send Out a
Community Survey**



1. Do you think real estate prices will continue to rise?
2. What do you like best about your neighborhood?
3. What do you think is the biggest real estate challenge we may experience in 2022?
4. How long have you lived in your current home?
5. Do you know how much your home is worth?
6. If you were to move, where would you move to?





Student Check In!
Learning anything?

2022

Third Quarter

July, August, September

JULY



From your local REAL ESTATE EXPERT

SAVE MONEY ON Cooling Costs

The average American homeowner spends \$2,200 a year on utilities. Half of this amount goes towards heating and cooling costs, so keep your HVAC unit up-to-date and in shape.



Add these to-dos to your summer HVAC maintenance checklist:

For your HVAC unit

- **Shade the unit:** Use a tarp, install a fence or plant some vines or shrubs to cool the unit up to 5 degrees.
- **Tidy up:** Clear away all plants, grass and debris within two feet of the unit.
- **Replace the filters:** Replace or clean washable air filters every month during the summer.
- **Take your temperature:** Adjust the temperature on the thermostat by a single degree every three days to save nine percent of your utility costs.

For your home

- **Stay moderate:** Install a programmable thermostat and set the HVAC to 78 degrees during the day and 85-88 degrees when you're out.
- **Use ceiling fans:** Ceiling fans are inexpensive, come in a variety of styles to suit your taste and can help you feel five degrees cooler.
- **Light it down:** Interior lighting produces heat, so use natural light during the day. Replace incandescent light bulbs with compact fluorescent (CFL) bulbs which produce less heat and save energy use up to 12%.
- **Chores are cool:** Cooking and cleaning create heat. Save the laundry and vacuuming for cooler days.

Fun Facts...

The month of July is named after Julius Caesar by a Roman poet. Before that, it had been the month of Quintilis in the old calendar. Until the 18th century, the name was Quintillia, a syllable and rhymed with duly or truly.



DATES TO REMEMBER

- Creative Ice Cream Flavor Day - July 1st
- Independence Day - July 4th
- Dad & Daughter Take A Walk Day - July 6th
- Pina Colada Day - July 10th
- Ice Cream Day - July 13th
- Coffee Day - July 24th

BARBECUED BEEF



- 1 1/2 cups ketchup
- 1/4 cup packed brown sugar
- 1/4 cup red wine vinegar
- 2 tbsp Dijon mustard
- 2 tbsp Worcestershire sauce
- 1 tsp liquid smoke flavoring
- 1/2 tsp salt
- 1/4 tsp ground black pepper
- 1/2 tsp garlic powder
- 1 (4 lb.) boneless chuck roast

- In a large bowl, combine ketchup, brown sugar, red wine vinegar, Dijon mustard, Worcestershire sauce and liquid smoke. Stir in salt, pepper and garlic powder.
- Place chuck roast in a slow cooker. Pour ketchup mixture over the roast. Cover and cook on Low for 8 to 10 hours.
- Remove chuck roast from slow cooker, shred with a fork and return to the slow cooker. Stir meat to evenly coat with the sauce. Continue cooking approximately 1 hour.



MAINTENANCE TIP!

Need to cool your home? Consider installing a cost-effective, whole house fan. Whole house fans are an alternative type of home cooling unit that also replaces the air in the home every three minutes. They come in two main construction models: belt-driven, and direct-driven. Direct-driven fans are cheaper, but tend to be noisier than belt-driven fans.

Q: How does it work?

A: Simply open up a few windows and switch the fan on! The fan draws in cool air from outside and moves it through your home to create a breeze. Hot air in the home gets pushed up into the attic where it is ventilated. An additional attic fan can be paired with the whole house fan to push hot air out of the attic more effectively.

Q: Why should I add a whole house fan?

A: A whole house fan can be paired with your air conditioner to reduce your monthly cooling cost. It won't replace A/C on those sweltering summer days. It will, however, work very efficiently to get cool air from the outside into your house. The added aeration will freshen up your home by forcing out odors, indoor pollution and allergens.



Your Contact Information Here.



2022



July - September

**Hold a
Movie Event**



DarrylSpeaks.com/Trial



“I became a great agent, with a great business and I love being an agent! My listing inventory has tripled and so has my income, and with Darryl's training I was inspired to create a team, so my business is unlimited.”

Joanne Mills, Power Agent®
Exit Family Realty



DarrylSpeaks.com/Trial



AMITYVILLE DRIVE-IN MOVIE NIGHTS

FREE ADMISSION

AMITYVILLE VILLAGE RESIDENTS ONLY • FIRST COME FIRST SERVED

**WEDNESDAY
& THURSDAY**
JUNE 10TH & 11TH

**SHOW STARTS
AT 8:30PM**

CARS WILL BE ADMITTED
BEGINNING AT 7:30PM

at **AMITYVILLE BEACH**
AT THE END OF SOUTH BAYVIEW AVE

**PRE-REGISTRATION
IS REQUIRED**

RESERVE YOUR SPOT
AT AMITYVILLE.COM

FEATURING:



SPONSORED BY:

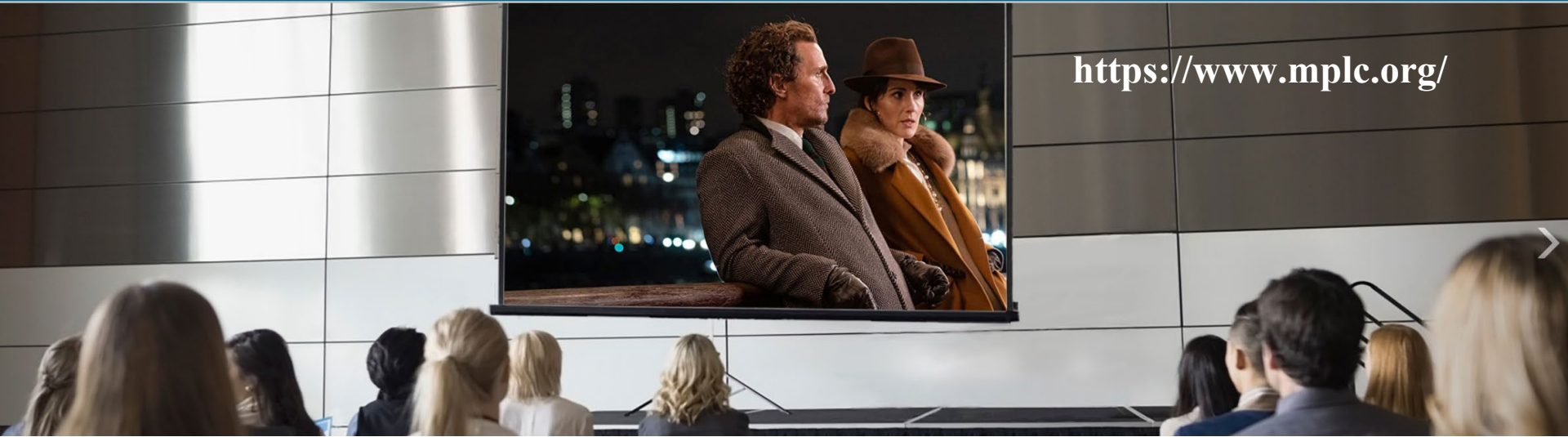


For More Information Call Joanne Mills at (631) 836-5289
or Email Joanne@JoanneMills.com

DarrylSpeaks.com/Trial



DarrylSpeaks.com/Trial



<https://www.mplc.org/>

THE BYGONE ERA OF CINEMA IS MAKING A COMEBACK!

Help your community stay connected and engaged during this uncertain time by hosting a nostalgic movie event in your parking lot.





Clear Stereo Sound

Enjoy clear and decent audio with switchable stereo



Roll over image to zoom in

15W FM Transmitter, Fm Transmitter for Church, Fm Broadcast Transmitter, 87~108MHz FM Radio Transmitter High-Fidelity Audio FM Transmitter, Transmission Distance of 1000M in The Open Place

Visit the Elikliv Store

★★★★☆ 32 ratings | 9 answered questions

Price: **\$181.03** ✓prime & FREE Returns

Thank you for being a Prime member. Get a \$100 Gift Card: Pay \$81.03 upon approval for the Amazon Prime Rewards Visa Card. No annual fee.

- Fm Transmitter for Church with PC control: connect your computer via micro USB interface, plus supporting intelligent broadcasting software, to achieve diversification unattended broadcast. (time switch, time to play the specified music, etc)
- 15W Fm transmitter with 1/4 wavelength of strong magnetic sucker antenna, can be tightly adsorbed on the car roof or any metal flat objects, easy to move the antenna to the outside, the roof, balcony or window, more effective transmission and reception of electrom
- Home Fm Transmitter, Good heat dissipation: using high-quality dual ball bearing fan, reasonable heat dissipation channels, excellent thermal performance
- Radio Transmitter 15W high-low power adjustable, transmission distance of 800-1000M in the open air
- Fm Radio Transmitter, Transmission frequency can be set from within the range of 87 ~ 108MHz

› See more product details

Compare with similar items

Report incorrect product information.

\$181.03

✓prime & FREE Returns

FREE delivery: **Tuesday, Dec 8**
Order within 7 hrs and 51 mins
Details

In Stock.

Qty: 1

Add to Cart

Buy Now

Secure transaction

Ships from Amazon
Sold by LocacuSport

Add a Protection Plan:

- 3-Year Protection for \$21.99
- 2-Year Protection for \$15.99

Add gift options

Deliver to Darryl - Wading River 11792



outdoor movie company



All Shopping Images Maps News More Settings Tools

About 833,000,000 results (1.12 seconds)

Ad · www.stargazemovies.com/ ▾

Backyard Movie Screen Rentals - We Bring The Drive-In To...

Browse Our Flexible **Movie** Party Packages & Multiple Screen Sizes. Get a Free Quote Today. Book Online. Dedicated Service. View Events. Highlights: Newsletter Available, Online Booking Option Available, Providing Professional And Dedicated Service.

Contact Us

Contact Us For More Information.

About Us

Learn More About Our Business.

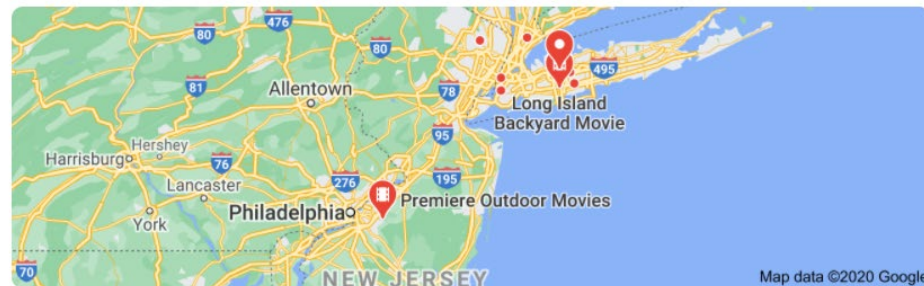
Ad · www.focusedtechnology.com/ ▾ (888) 686-0551

Outdoor Movie Theater - Custom Packages Also Available

Complete Kits for **Outdoor Movies** in Your Backyard or Large Group Event! Huge Selection. Expert Help. Free Shipping. Types: Projectors, Projector Lamps, Projection Screens, Home Theater Projectors, Audio Equipment.

★★★★★ Rating for focusedtechnology.com: 4.9 - 113 reviews

Shop All Outdoor Packages · Short-Throw Starlight 1 · Starlight Series 1 · Gold Package



Rating ▾ Hours ▾



OUR 12 FOOT SCREEN



OUR 16 FOOT SCREEN

STANDARD MOVIE NIGHT PACKAGES

- ✓ FULL HD PROJECTOR
- ✓ 1000 WATT SOUND SYSTEM WITH 2 SPEAKERS
- ✓ ON-SITE TECHNICIAN
- ✓ SETUP & TAKEDOWN SERVICE
- ✓ GUARANTEED RAINOUT DATE**

Our Standard Movie Night Packages are perfect for birthday parties, backyard movie nights, larger than life video game tournaments, corporate events, live TV & sports, and more!

BOOK NOW



STANDARD 12 FOOT SCREEN **\$329**
 PERFECT FOR UP TO 25 MOVIEGOERS
 FOR 3 HOURS OF ENTERTAINMENT*

STANDARD 16 FOOT SCREEN **\$499**
 PERFECT FOR UP TO 100 MOVIEGOERS
 FOR 3 HOURS OF ENTERTAINMENT*

MOVIE THEATER POPCORN
SNOW CONE MACHINE

MOVIE THEATER POPCORN MACHINE **\$70**
 INCLUDES POPCORN BAGS
 FOR THE FIRST 24 SERVINGS. \$12 FOR EACH ADDITIONAL.

SNOW CONE MACHINE **\$85**
 INCLUDES YOUR CHOICE OF 2 FLAVORS
 FOR THE FIRST 25 SERVINGS. \$35 FOR EACH ADDITIONAL.

COTTON CANDY MACHINE
PRETZEL & HOT DOG WARMER

COTTON CANDY MACHINE **\$80**
 INCLUDES YOUR CHOICE OF FLOSS FLAVOR
 FOR THE FIRST 40 SERVINGS. \$15 FOR EACH ADDITIONAL 30 SERVINGS.

SOFT PRETZEL & HOT DOG WARMER **\$110**
 \$150 FOR 20 PRETZELS & BUNS
 \$140 FOR 16 HOT DOGS & BUNS

2022



July - September

**School Supply
Event**

DarrylSpeaks.com/Trial

WAUKEGAN PUBLIC SCHOOLS FOUNDATION

BACKPACK FUNDRAISER

FOR THE 20/21 SCHOOL YEAR

Your donation will help us ensure all children are prepared for school.

For every \$3 donated, a backpack with school supplies will be donated to a Waukegan Public Schools' student.



**SCAN THE CODE TO
DONATE THROUGH
PAYPAL TODAY**

Checks may be made out to Waukegan Public Schools Foundation a 501(c)3 nonprofit. Mail to 1201 N. Sheridan Rd. Waukegan, IL 60085. For more information email wpsfoundation@wps60.org



DarrylSpeaks.com/Trial



Operation Backpack®

[DONATE TO OPERATION BACKPACK®](#)

DarrylSpeaks.com/Trial

Online items can only be ordered online.
Any online item ordered on a school's order form will not be filled.

Shop Online

Student Registration

Sponsor Login

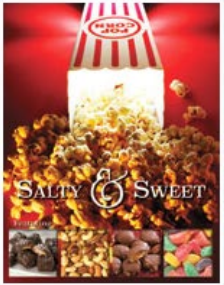
MOST POPULAR FUNDRAISING IDEAS



Fall Fundraiser



Gourmet Delights Fundraiser



Salty & Sweet Fundraiser



Lollipop Fundraiser
50% Profit!



Welcome to the Goodies Factory Commercial



Earn More Profits **GUARANTEED!** | Request Your **FUNDRAISING KIT** Click Here - It's **FREE!**

See's CANDIES®

[VIEW PRODUCTS](#)

[HOW IT WORKS](#)

[ORDER FORMS & MATERIALS](#)

[ORDER CANDY](#)



Speak to a Fundraising Specialist Today! 877.281.7337

See's fundraising programs are fun, easy and profitable! Whether you're a small school or large organization, we will happily provide everything needed to make your next fundraiser a sweet success.

- American-made delicious.
- Profits up to 50%.
- Additional benefits for larger orders.
- Free materials and helpful forms.
- VIP customer service.

Request a Fundraising Catalog

To request the latest See's Fundraising catalog, simply provide your details below, and one will be sent to you soon.

* Required Fields

COMPANY OR ORGANIZATION NAME

FIRST NAME *

LAST NAME *

DarrylSpeaks.com/Trial



888.212.1344

HOME

FUNDRAISING IDEAS

WORK FROM HOME

FUNDRAISING THERMOMETER

START A FUNDRAISER

ABOUT US

CONTACT

FREE INFO-KIT



*Up to 80% Profit

AUNTIE ANNE'S® PRETZEL FUNDRAISER

NO MONEY UP FRONT NEEDED!



Like 2K Share

TOP 10 FUNDRAISERS

Scratch Card Fundraiser

Discount Card Fundraiser

Spinners® Fundraiser

Cookie Dough Fundraiser

High Profit Snack Fundraiser

Auntie Anne's® Fundraiser

Gourmet Popcorn Fundraiser

Flower Bulb Fundraiser

Entertainment® Cards

Custom Travel Mugs

MORE FUNDRAISERS

FREE INFO-KIT

START NOW

Scroll Down For Details



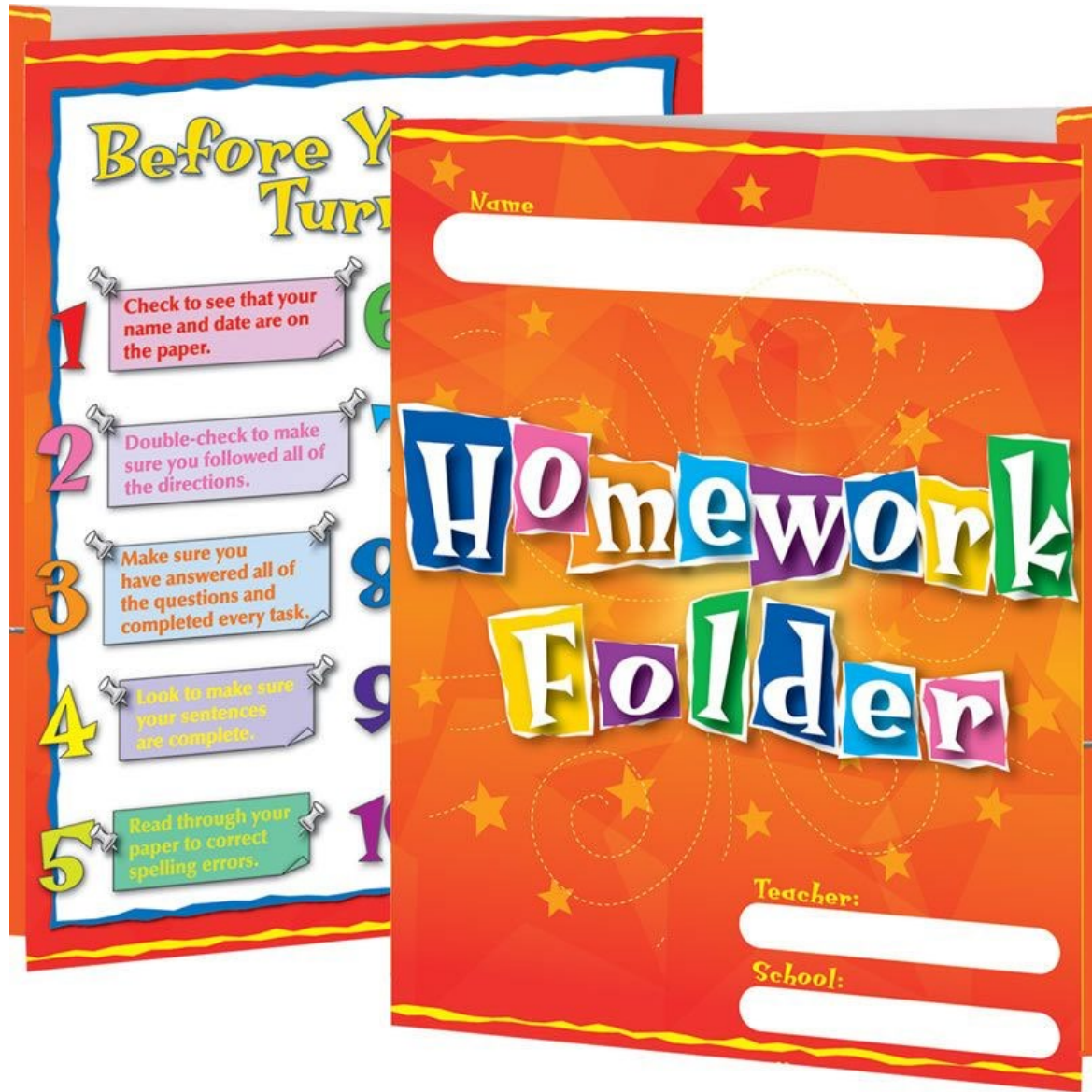
DarrylSpeaks.com/Trial

2022

July - September

**Sponsor
School Folders**

DarrylSpeaks.com/Trial

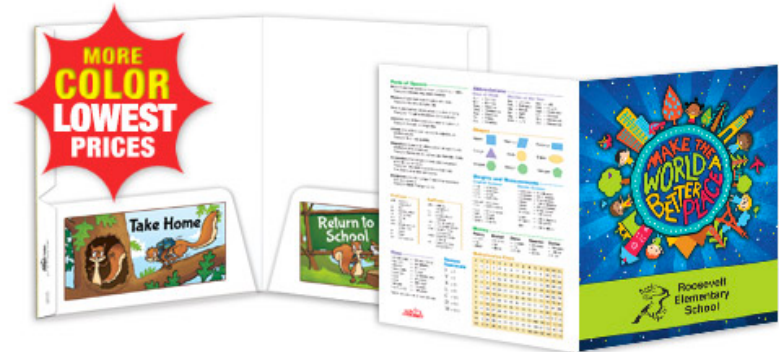




Standard Folders

Price includes:

- [Full-color stock designs](#), [custom designs](#), or [religious designs](#) available (imprinted with mascot and wording of your choice)
- Full-color stock or custom [back cover printing](#)
- Full-color stock or custom [pocket printing](#)
- [3-hole drill](#) (optional)
- Protective UV coating
- See all [Standard Folder Features](#) and [terms](#)



100 Minimum **FREE SHIPPING***

Quantity	100	200	300	400	500	600	700	800	900	1000	1100	1200	1300	1400	1500	2000	3000	4000	5000
Full-Color Stock Covers or One-Color Designs	1.92	1.20	.98	.89	.81	.79	.78	.77	.76	.75	.74	.73	.72	.71	.69	.61	.51	.43	.40
Multi-Color & Photo Designs	3.11	1.83	1.41	1.21	1.08	1.00	.96	.93	.88	.86	.84	.82	.80	.78	.74	.66	.55	.47	.44

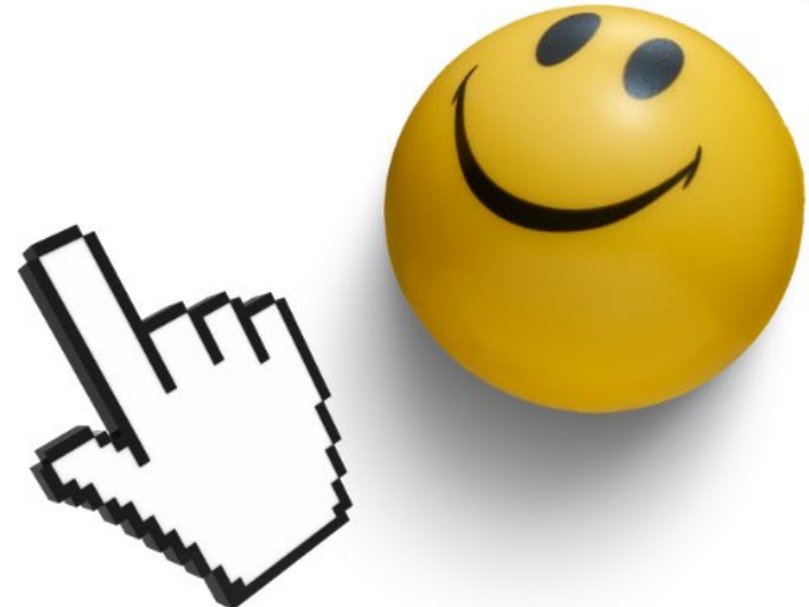
Prices are per folder with identical printing. Payment not due until Sep. 1, 2018. * FREE Shipping within the contiguous USA

2022

July - September




**SMILE Stops for Past
Clients**



SMILE STOPS™ for Every Season!

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



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

They are designed to help you:

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



May

Package of Flower Seeds with a note, *"Thanks for helping me BLOOM! Your referrals are appreciated!"*



June

Box of Swedish Fish with a note, *"It's o-FISH-ally summer! I'm hooked on happy clients and referrals! Call if you need me!"*



July

Box of Sparklers with a note, *"Wishing you a sparkling Independence Day! I'm here to help with all your real estate needs!"*

August

National S'mores Day is August 10th!



Deliver s'more fixings (graham crackers, chocolate, marshmallows) to five great clients with a note, *"If you ever need s'more info on the real estate market - call me!"*

2022

July - September

**Hold a
"How-To" Webinar
For Buyers**

DarrylSpeaks.com/Trial

HOME BUYER WORKSHOP

HOW TO FIND YOUR PERFECT HOME



December 5, 2018 | 1:00 PM
Wading River Library
123 Main Street



BUYERS...

- Buy a home for as little as 3.5% down
- Completely rehab a home with no money
- Learn the difference between foreclosures, short sales, REOs, and traditional sales
- Learn how using a real estate professional can save you thousands

MEET EXPERTS...

- Real Estate Professional Name
- Mortgage Specialist Name
- Real Estate Attorney Name
- Home Improvement Expert Name
- Home Inspector Name
- Moving Professional Name

CALL TO REGISTER!



555.555.5555



www.yoursite.com



info@realtor.com

DarrylSpeaks.com/Trial

REAL ESTATE COMPANY PRESENTS:

**HOME BUYER'S
WORKSHOP:
HOW TO FIND
YOUR PERFECT
HOME!**



**EVERY
ATTENDEE
IS ENTERED
TO WIN A
PRIZE!**

In this seminar, you will learn:

- How to buy a home for as little as 3.5% down
- How to completely rehab a home with no money
- The difference between foreclosures, short sales, REOs, and traditional sales
- How using a real estate professional can save you thousands

FEATURED SPEAKERS:



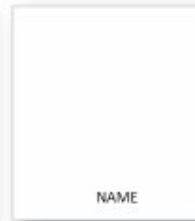
NAME



NAME



NAME



NAME

DATE | TIME | LOCATION

LIMITED SEATING! CALL TO RESERVE YOUR SEAT TODAY!

1.800.555.5555

DarrylSpeaks.com/Trial

2022

July - September

Free Ice Cream Event



DarrylSpeaks.com/Trial



For outdoor events at a scheduled time with a dedicated ice cream server.

Is your event outdoors? At a scheduled time? An ice cream truck may be the best solution. Our Truck Service is simple, straight forward, and allows flexibility to handle your next event — big or small.



2022

July - September



**Spotlight Top
Listings from
your MLS**

DarrylSpeaks.com/Trial



Listings we love

Sometimes we can't help but play favorites. Check out some of our top picks below — and see why we can't get enough of them. (Psst ... they're all available if you're ready to make a move.)



The Midwest sanctuary

What we love: the huge windows and sprawling backyard.

Cozy up



The romantic Tudor

What we love: being greeted by the sight of the half-timbering and stone-covered entryway.

See inside



The storybook abode

What we love: practically living in a fairy-tale castle thanks to the stone facade and luxe interior.

[Hello, happily ever after](#)

It doesn't hurt to look, you know ...

[Browse homes](#)

2022

Fourth Quarter

October, November, December

2022

October - December

Trunk or Treat

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)!





DarrylSpeaks.com/Trial



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 group 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!

Copyright © Darryl Davis Seminars www.

Setup
Allow an hour for direct cars between tickets.

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

Candy
Estimate for 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.

Neighborhood

Setup
Allow an hour for direct cars between tickets.

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

Candy
Estimate for community to go around.

Clear
Provide Require

Follow
Be sure facility, participi

Mark
On the



Copyright © Darryl Davis Seminars www.ThePowerProgram.com

Neighborhood

Schedule
Event
First
Second
Door
Permit

Registration
2 weeks
1 week
Week

Bad

Order

Order

Order

Order

Order

Arra

Sche

Arra

Foll



List a
Highlight
Event

RSVP You

Copyright © Darryl Davis Seminars



List
Highli
Event

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

Neighborhood TRUNK OR TREAT Planning Guide

Date
Name
Address
City, State

Dear (name)

Thank you
Neighborhood
amazing

The trunk
commu

As your
commu
me know

Have a g

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

Copyright © Darryl Davis Seminars www.ThePowerProgram.com

2022

October - December

**Holiday Heroes
Drive**



HolidayHeroesProject.com



DarrylSpeaks.com/Trial

The Holiday Heroes Project is a trademark of Darryl Davis Seminars and The Power Program



The
Holiday
*Heroes*TM
Project



SERVING YOUR COMMUNITY IN
PRACTICAL, CARING WAYS



COMPANY LOGO
HERE



Be a **Holiday Hero** this Thanksgiving...



Company Name's

FOOD DRIVE

Helping Families in Need this Holiday

Collecting non-perishable food items and gift cards from
Date to Date Here.

Drop-off Location: Location Here

For more information, please call **NAME HERE**
at **123-456-7890.**

www.HolidayHeroesProject.com

Become a Holiday Hero!



Company Name's
**TOY, CLOTHES &
FOOD DRIVE**

Helping Families in Need this Holiday

Collecting non-perishable food items,
clothing, toys and gift cards from
Date to Date Here.

Drop-off Location: Location Here

For more information, please call
NAME HERE at **123-456-7890.**

www.HolidayHeroesProject.com

2022

October - December

**Call and wish a *“Happy
Holiday”* season**

DarrylSpeaks.com/Trial

2022

October - December

**Volunteer and
gather other
volunteers for
soup kitchen**



2022


October - December

**SMILE Stops
for Past
Clients**



SMILE STOPS™ for Every Season!

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



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

They are designed to help you:

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

September

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

October



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

November



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

December



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

From notifications

Mary Buddendeck
38m · 📍

50!!!!
50 total wrapping paper "smile stops" delivered. So much fun! I did 25 and decided to do 25 more. 🥰🌱



[View insights](#)

37 post reach >

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 ⓘ

- #poweragentcoaching 76 posts
- #inittowinit 4 posts
- #sundaysmiles 3 posts

[See all](#)

Recent media



[See all](#)

2021

My Marketing Calendar



First Quarter

January, February, March

Second Quarter

April, May, June

Third Quarter

July, August, September

Fourth Quarter

October, November, December

ThePowerProgram.com

DarrylSpeaks.com/Trial



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



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.




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.

CLASSROOM



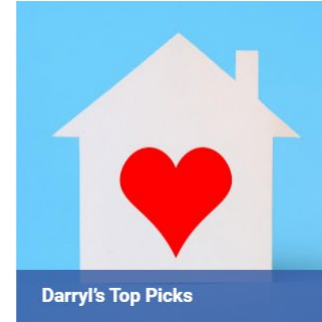
Buyers



Coaching Calls



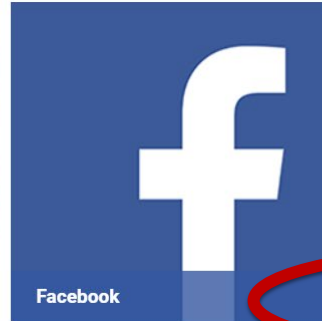
CRM



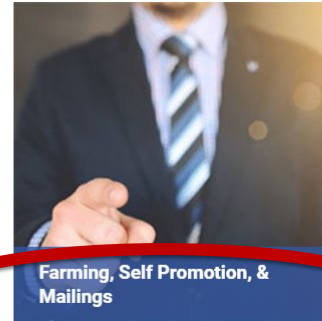
Darryl's Top Picks



Directory



Facebook



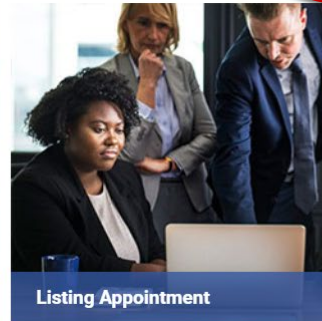
Farming, Self Promotion, & Mailings



Favorites



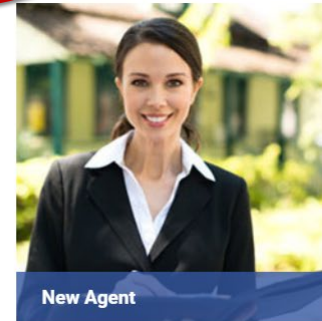
Infographics



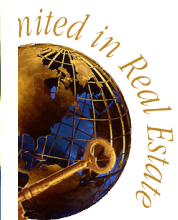
Listing Appointment



Negotiating Offers



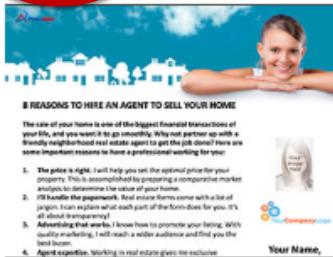
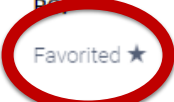
New Agent



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	\$ 3,600.00	\$ 5,400.00
ADDITIONAL MARKETING EXPENSE			
AVERAGE SALES PRICE	\$ 210,000.00	\$ 160,000.00	\$ 110,000.00
AVERAGE COMMISSION PER SALE (percentage of your average commission %)	\$ 7,000.00	\$ 9,600.00	\$ 12,100.00
TOTAL HOMES SOLD IN A YEAR per year	20	13	16
BROWNE'S RATE (total # of homes sold & line # divided by total homes in form & line #)	0.13	0.12	0.06
INDICATE PARENTAL (total homes sold & line # of average commission % per %)	\$ 1,900,000.00	\$ 248,000.00	\$ 168,000.00
ASSUMING YOU GET 25% OF THE LISTINGS	\$ 30,000.00	\$ 41,600.00	\$ 26,000.00
R/R	1.0000	1.0000	1.0000

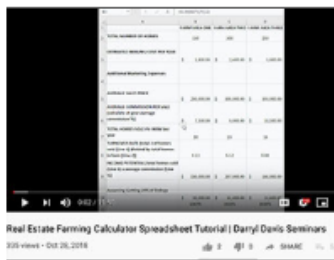
Calculator- Farm Area Spreadsheet

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



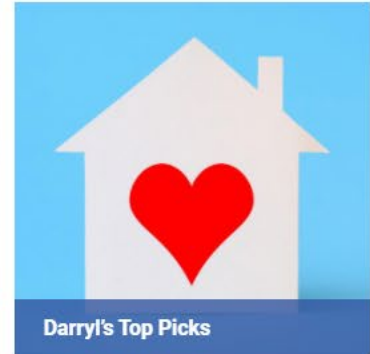
Buyers



Coaching Calls



CRM



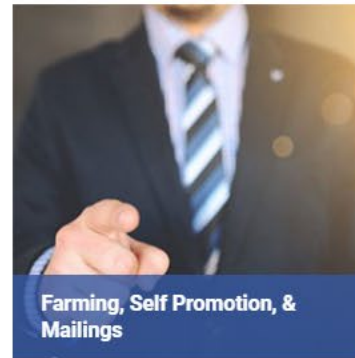
Darryl's Top Picks



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

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

Step 5 Invite Action (Mix & Match)

Dialogue – Old FSBOs & Expireds



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)

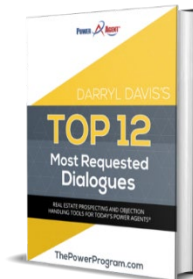
TOTAL VALUE
~~\$1,896~~

TODAY'S WEBINAR OFFER

Get it ALL Today for ONLY
\$5 for 30 days
\$47/month after (cancel anytime)



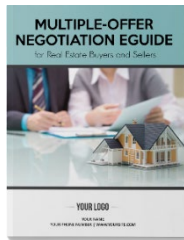
New Agent Starter Success Kit (29 Pages)
\$127



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



2022 Real Estate Predictions
\$97

PLUS...

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

CLAIM YOUR OFFER HERE



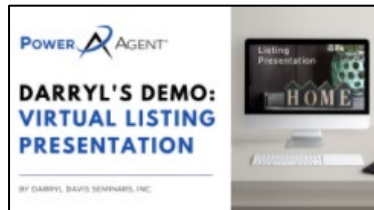
DarrylSpeaks.com/Trial



Power Agent Comments!



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)

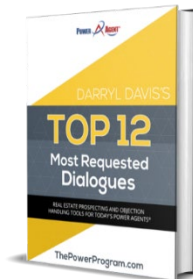
TOTAL VALUE
~~\$1,896~~

TODAY'S WEBINAR OFFER

Get it ALL Today for ONLY
\$5 for 30 days
\$47/month after (cancel anytime)



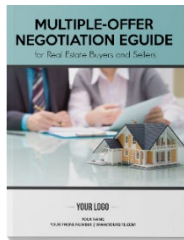
New Agent Starter Success Kit (29 Pages)
\$127



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



2022 Real Estate Predictions
\$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[®]
Coaching Members Private Group



DarrylSpeaks.com/Trial

CREATING A REAL ESTATE
BREAKTHROUGH

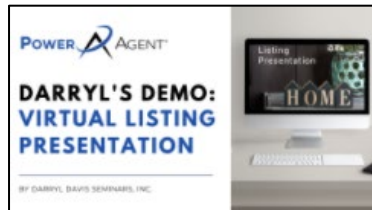
— *Planning* —
NOW Business
FUTURE Business
& Financial FREEDOM

By Darryl Davis





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)

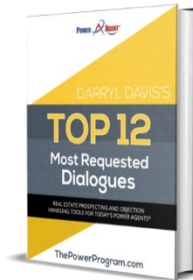
TOTAL VALUE
~~\$1,896~~

TODAY'S WEBINAR OFFER

Get it ALL Today for ONLY **\$5 for 30 days** \$47/month after (cancel anytime)



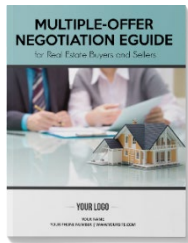
New Agent Starter Success Kit (29 Pages)
\$127



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



2022 Real Estate Predictions
\$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[®]

Coaching Members Private Group



DarrylSpeaks.com/Trial